

SOUTHERN TEXTILE BULLETIN

VOL. IX

CHARLOTTE, N. C., AUGUST 19, 1915

NUMBER 25

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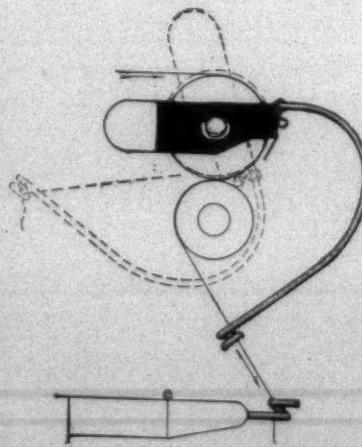
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SOUTHERN TEXTILE BULLETIN

VOLUME IX

CHARLOTTE, N. C., AUGUST 19, 1915

NUMBER 25

COTTON TEXTILES IN ARGENTINA

Report of Commercial Representative attached to Buenos Aires Branch of the National City Bank of New York.

(Continued from Last Week).

There has always been a good market in the Argentine for silk and cotton mixtures.

Check goods, from England and Italy, are very popular. The prevailing width is 40 inches and the weights vary from 100 to 200 grams per square meter (2.949 to 5.898 ounces per square yard). The Italian product, although more expensive than the English, sells better on account of its far superior quality. The factory price obtained on the English check 40 inches wide, and weighing 105 grams per square meter (3.096 oz. per square yard) was seven and one-half cents per meter (6.858 cents per yard); while that on an Italian sample weighing 185 grams per square meter (5.456 ounces per square yard) was thirteen cents per meter (11.88 cents per yard). Small and medium checks sell well. The large designs are not popular.

Corduroy.

Most of the corduroy comes from Spain. Large quantities of the cheaper grades are sold in the interior of the country. The finer qualities for children's clothing only. The staple cloth is that with the wide interval. Bright colors are not saleable. Dark blue and brown are the most popular colors. The material is used a great deal by people from Spain and other countries of southern Europe, for trousers and other articles of men's wearing apparel when a material of great durability is required.

Flannelette.

The strongest demand for flannelette in the Argentine develops during the winter months. In the material for dress goods English mills lead. The German product, in the heavier weights, manufactured of cotton waste, is very popular for certain purposes on account of the low price at which it is sold.

The best quality of flannelette must be knapped on both the face and the reverse, with the design on both sides. In the cheaper grades one finished side is sufficient. Many of the light weight flannelettes on the local market show designs that have been pressed through to the reverse by some process known to the manufacturers. Mill prices of this last mentioned article run from nine and ten cents per yard up. The dark colors with cross stripes are very popular for dress goods. There is also a good demand for

plain colors, white, yellow and blue. Flower designs are no longer popular. Recent receipts from Germany are plain white and lilac, white with blue stripes, and tan.

The weight and width of the flannelette depend upon the use for which it is intended and the part of the Republic in which it is sold. Some of the winter months in Buenos Aires are rather chilly so that the better class of flannelettes which are practically all sold in that city should weigh from 100 to 120 grams per linear meter of 70 centimeters (27.559 inches) width (equivalent to 4.217@5.043 ounces per square yard). Goods for sale in the northern part of the Republic, where the temperature is milder, may be as light as 100 grams per square meter (2.949 ounce per square yard). Still other parts of the country require weights up to 200 grams per square meter (5.8985 oz. per square yard). The widths also vary from 70 to 75, 80 and 90 centimeters, and even 100 centimeter widths are sold (27.56, 29.52, 35.43 and even 39.37 inches.)

Both the finished and unfinished bombazines sell well in the Argentine, and one prominent dealer stated that in his opinion this is a line in which the North American manufacturer could easily compete. The European mills produce the article at a lower cost, but the American product has the reputation of being so much superior that the additional purchase price is considered justifiable. Widths vary from 70 to 80 centimeters (27.56 and 31.49 inches), and the weights from 200 to 250 grams per square meter (5.898 to 7.373 oz. per square yard). The factory price on the 80 centimeter width, weighing 250 grams per square meter, is nine cents per meter (8.23 cents per yard), and on goods of 75 centimeters width, weighing 235 grams (6.93 oz. per square yard), ten and four-tenths cents per square meter (8.695 cents per square yard).

Denims.

The denims are amongst the most important textiles, from the point of quantity, on the local market. They are used by working men in the cities and throughout the agricultural districts. Indigo blue is the most popular color. The common widths are 70 centimeters (27.56 inches) and 130 and 140 centimeters (51.18 and 55.12 inches), while

plain colors, white, yellow and blue. Flower designs are no longer popular. Recent receipts from Germany are plain white and lilac, white with blue stripes, and tan.

per square meter (4.7188 to 7.3731 oz. per square yard). The following prices on Italian products at the place of origin were obtained:

70 centimeters wide (27.56 in.) weighing 240 grams per square meter (7.1076 oz. per sq. yd.), \$0.125 per meter 11.43 cts per yard.)
136 centimeters wide (53.54 in.), weighing 215 grams per square meter (6.37 oz. per sq. yd.), \$0.175 per meter (16 cts. per yd.)
136 to 140 centimeters (53.54 to 55.11 in.), wide, weighing 160 grams per square meter (4.718 oz. per sq. yd.), \$0.16 per meter (14.63 cts. per yd.)

er grades for similar coats for school boys and clerks. The wearing of these long coats over their heavier garments by school boys and clerks in mercantile and industrial establishments is a custom peculiar to this country and creates an unusual demand for this cloth. Popular widths are 130 to 140 centimeters (51.18 to 55.12 inches), weighing about 115 grams to the square meter (3.39 oz. to square yard).

Duck.

Tela Marina, of which samples have been secured, is a plaid woven fabric manufactured in Italy and England, sold in Argentina for dress goods in the moderate winter season in large quantities. The Italian product is the best, and the British product is manufactured as an imitation of the former. The width is 68 to 70 centimeters (26.77 to 27.56 inches), and the weight varies from 150 to 200 grams per square meter (4.42 to 5.89 oz. per square yard). The price of the English article 70 centimeters (27.56 inches) wide and weighing 150 grams (4.42 oz. to square yard) is 7 cents per yard; while that of the Italian product of the same width weighing 195 grams (5.75 oz. per square yard) is 9 cents per meter (8.23 cents per yard).

Brin comes in a plain weave in tan, grey and slate color. It is extensively used for making long dust coats for travelers and in the cheap-

The importation of cotton duck and canvas is not as extensive as might be expected. Its principal use is for making tents, awnings and sails, and for the manufacture of alpagatas, a low shoe or slipper, with rope soles, used largely by the poorer classes in all Spanish countries. This class of textiles is protected by a high import duty, which has proved so great an advantage to local production that the industry has grown large, and is now supplying most of the local demand. The domestic product is of good quality, usually better than the North American article of like price. Nevertheless there is still a considerable amount of the old "Woodberry" duck, which has been the standard since the old clipper ship days imported.

The largest native factory quotes the following wholesale prices:

Prices per Lineal Meter in Argentine Paper.

Width Inches	No. 3	No. 4	No. 5	No. 6	No. 7	No. 8	No. 9	No. 10
22	\$0.98	\$0.84	\$0.79	\$0.74	\$0.68	\$0.65	\$0.59	\$0.55
36	1.45	1.35	1.25	1.15	1.06	0.98	0.92	0.85
40	1.63	1.51	1.42	1.29	1.18	1.08	1.00	0.95
42	...	...	...	...	...	1.25	1.15	1.09
44	...	...	...	...	...	1.32	1.23	1.16
48	...	...	...	...	...	1.45	1.35	1.26
50	...	...	...	...	...	1.55	1.42	1.34
52	...	...	...	...	...	1.63	1.51	1.41
54	...	...	...	...	...	1.68	1.57	1.46
56	...	...	...	...	...	1.72	1.63	1.51
60	...	...	...	...	...	1.84	1.72	1.62

Price Per Yard in U. S. Money.

Width Inches	No. 3	No. 4	No. 5	No. 6	No. 7	No. 8	No. 9	No. 10
22	\$3.49	\$3.26	\$3.06	\$2.87	\$2.64	\$2.52	\$2.29	\$2.13
36	.562	.524	.485	.446	.411	.380	.357	.330
40	.632	.586	.551	.500	.458	.419	.388	.368
42	...	...	...	...	...	485	446	423
44	...	...	...	...	...	512	477	450
48	...	...	...	...	...	562	524	489
50	...	...	...	...	...	601	551	520
52	...	...	...	...	...	632	586	547
54	...	...	...	...	...	652	609	566
56	...	...	...	...	...	667	632	586
60	...	...	...	...	...	714	667	632

(Continued on Page 8.)

SOUTHERN TEXTILE BULLETIN.

The Graton & Knight Exhibit at the Panama-Pacific International Exposition.

The Graton & Knight Manufacturing Company, Oak Leather Tanners and Belt Makers, of Worcester, Massachusetts, have an especially complete and instructive exhibit of leather belting and leather specialties in their booth in the Palace of Machinery, at the Panama-Pacific Exposition. This exhibit is divided into three separate and distinct divisions.

This Specialty Exhibit is a demonstration of the manner in which the belt drive. Graton & Knight people utilize the leather which is unsuitable for use in their high-grade belting. It is both surprising and interesting to note the great variety of leather sundries shown, principal among which are automobile and motorcycle leather specialties of every description, strapping for all purposes, trunk handles, leather aprons, packings, gaskets, discs, pump leathers, washers, etc.

In this division is also found a

1. 7-8-inch single strand "V" belt drive.
2. Cone drive (textile machinery).
3. Mule drive in horizontal plane.
4. Bicycle drive (Cotton Mill Spinning Frames).
5. Vertical drive with weighted idler.
6. Quarter-turn drive with two idlers.
7. Mule drive in vertical plane.
8. Five strand 1 1-4-inch "V" belt drive reduction ratio 7 to 1.
9. Quarter-turn drive without

Thursday, August 19, 1915.

only high grade goods, but to study conditions with a view to furnishing their customers the grade and construction of belting best suited to their individual requirements. To give the trade the best possible service along these lines they maintain a large engineering department thoroughly equipped to analyze any type of drive or any installation, and submit recommendations for the most efficient and economical methods of transmission.

The Graton & Knight Manufacturing Company cordially invite all visitors at the Exposition to call at their booth and inspect their goods there displayed. Their representatives in charge will be glad to explain all features of the exhibit and to give suggestions in regard to the particular needs and problems of each visitor.

Diamond Fibre Products

The Diamond States Fibre Co. of Elmore, Del., has issued a very handsome illustrated circular showing their well known line of fibre trucks, roving cans and boxes. The circular can be obtained free by writing for same. Mention the Southern Textile Bulletin when writing.

Cotton Stocks Accumulate in Japan.

The warehousemen's report on the cotton consignment in Osaka, dated June 10, gives the whole stocks held as showing an increase of 780 bales over the previous report, dated June 1, the total amounting to 11,075 bales. This is the result of a dwindling demand from China. The accumulation is particularly heavy in coarse counts. In finer goods also there is a heavy accumulation, but that is almost entirely due to the depressed condition of the domestic textile market.

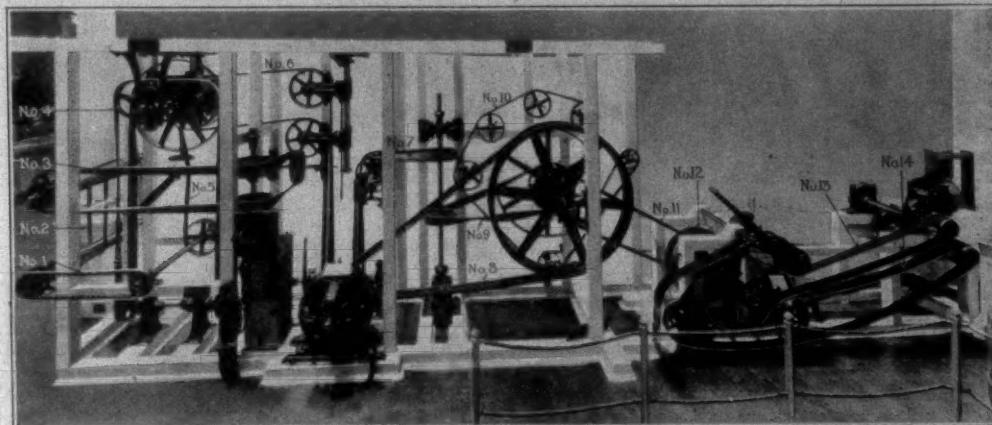
The report of the Associated Cotton Spinning Companies for the opening days of the present month shows that exports to China have increased lately, but that is due to speculative shipments by some exporters on the strength of the reported decrease in stocks at Shanghai. Otherwise trade remains as slack as ever.

During the opening days of June 9,012 bales were shipped from Kobe, 4,802½ bales from Osaka, 367 bales from Yokohama, 360 bales from Nagasaki, 865 bales from Nagoya and 430 bales from Moji, thus bringing up the total shipments for the period to 15,836½ bales, an increase of 7,603 bales compared with the same period last month.

Indian spinners have been promoting their trade with China, and have sent coarser goods, between 32 and 40 counts, to Shanghai. During the last fortnight more than 5,000 bales of Indian yarn were disposed of. This has affected the market for Japanese goods.—Consular Reports.

Evasion.

The Graton & Knight exhibit is an impressive showing of their complete line of products, the quality of these products and their various uses. It also convincingly demonstrates their policy to supply not asked that question?"—Ex.



Operating Exhibit.



Exhibit of The Graton & Knight Mfg. Co.
Avenue H and Second Street, Palace of Machinery, Panama-Pacific International Exposition, San Francisco, Calif.

The first division represents the representative showing of shoe idler, complete line of Graton & Knight counters, soles, welting, and other leather belting, including all their shoe supplies manufactured by the Worcester Counter Company, also regular brands as well as their famous Neptune Waterproof and Spartan Steamproof brands. This part of the exhibit is so arranged that visitors may easily inspect each grade of belting displayed.

The second division or panel exhibit, is one of the most elaborate exhibits in the Machinery Palace. Here is found an interesting display of various cuts of leather, the company's different brands of Lace Leather, also Round, Twist and Build-Up Round belting, all of which is particularly interesting to users of these various products.

It is well known that certain portions of the hide are not suited for belting purposes, yet when sorted and specially finished they are unsurpassed for manufacturing leather sundries. The major portion of operating exhibit are as follows:

10. Stripper drive (Woolen Card).
11. 1 1-2-inch single strand "V" belt drive.

12. Matcher head drive.

13. Upper cylinder drive.

14. Lower cylinder drive.
(High Speed Planer and Matcher).

In the second section of the division is a wonderful demonstration of the remarkable qualities of their famous Spartan Brand of steamproof leather belting. Two of these Spartan Belts drive through a heat chamber of 200 degrees F., and from there into a bath of oil and water, thereby proving most conclusively the heat, oil and waterproof qualities of the Spartan Brand.

The Graton & Knight exhibit is an impressive showing of their complete line of products, the quality of these products and their various uses. It also convincingly demonstrates their policy to supply not asked that question?"—Ex.

Relation Between Production and Cost

F. L. Gant Before American Society of Mechanical Engineers

Manufacturers in general recognize the vital importance of a knowledge of the costs of their product, yet but few of them have a cost system on which they are willing to rely under all conditions.

While it is possible to get quite accurately the amount of material and labor used directly in the production of an article, and several systems have been devised which accomplish this result, there does not seem to have been devised any system of distributing that portion of the expense known variously as indirect expense, burden or overhead, in such a manner as to make us have any real confidence that it has been done properly.

There are in common use several methods of distributing this expense. One is to distribute the total indirect expense, including interest, taxes, insurance, etc., according to the direct labor. Another is to distribute a portion of this expense according to direct labor, and a portion according to machine hours. Other methods distribute a certain amount of this expense on material used, etc. Most of these methods contemplate the distribution of all of the indirect expense of the manufacturing plant, however much it may be, on the output produced, no matter how small it is.

If the factory is running at its full, or normal, capacity, this item of indirect expense per unit of product is usually small. If the factory is running at only a fraction of its capacity, say one-half, and turning out only one-half of its normal product, there is but little change in the total amount of this indirect expense, all of which must now be distributed over one half as much product as previously, each unit of product thereby being obliged to bear approximately twice as much expense as formerly.

When times are good, and there is plenty of business, this method of accounting indicates that our costs are low; but when times become bad and business is slack, it indicates high costs due to the increased proportion of burden each unit has to bear. During good times, when there is a demand for all the product we can make, it is usually sold at a high price and the element of cost is not such an important factor. When business is dull, however, we cannot get such a high price for our product, and the question of how low a price we can afford to sell the product at is of vital importance. Our cost systems, as generally operated at present, show under such conditions that our costs are high and, if business is very bad, they usually show us a cost far greater than the amount we can get for the goods. In other words, our present system of cost accounting goes to pieces when they are most needed. This being the case, many of us have felt for a long time that there was something radically wrong with the present theories on the subject.

As an illustration, I may cite a case which recently came to my attention. A man found that his cost on a certain article was 30 cents. When he found that he could buy it for 26 cents, he gave orders to stop manufacturing and to buy it, saying he did not understand how his competitor could sell at that price. He seemed to realize that there was a flaw somewhere, but he could not locate it. I then asked him what his expense consisted of. His reply was labor 10 cents, material 8 cents, and overhead 12 cents.

My next question was: Are you running your factory at full capacity? and got the reply that he was running it at less than half its capacity, possibly at one-third. The next question was: What would the overhead on this article if you factory was running full? The reply was that it would be about 5 cents; and hence the cost would be only 23 cents.

The possibility that his competitor was running his factory full suggested itself at once as an explanation.

The next question that suggested itself was how the 12 cents overhead, which was charged to this article, would be paid if the article was bought. The obvious answer was that it would be distributed over the product still being made, and would thereby increase its cost. In such a case it would probably be found that some other article was costing more than it could be bought for; and, if the same policy were pursued, the second article should be bought, which would cause the remaining product to bear a still higher expense rate.

If this policy were carried to its logical conclusion, the manufacturer would be buying everything before long, and be obliged to give up manufacturing entirely.

The illustration which I have cited is not an isolated case, but is representative of the problems before a large class of manufacturers, who believe that all the expense, however large, must be carried by the output produced, however small.

This theory of expense distribution is quite widespread, and clearly indicates a policy, which in dull times would, if followed logically, put many of our manufacturers out of business. In 1897 the plant of which I was superintendent was put out of business by just this kind of logic. It never started up again.

Fortunately for the country, American people as a whole will finally discard theories which conflict with common sense; and, when their cost figures indicate an absurd conclusion, most of them will repudiate the figures. A cost system however, which fails us when we need it most, is of but little value and it is imperative for us to devise a theory of costs that will not fail us.

Most of the cost systems in use, and the theories on which they are

based, have been devised by accountants for the benefit of financiers, whose aim has been to criticize the factory and make it responsible for all the shortcomings of the business. In this they have succeeded admirably, largely because the methods used are not devised as to enable the superintendent to present his side of the case.

Our theory of cost keeping is that one of its prime functions is to enable the superintendent to know whether, or not, he is doing the work he is responsible as economically as possible, which function is ignored in the majority of the cost systems now in general use. Many accountants, who make an attempt to show it, are so long in getting their figures in shape that they are practically worthless for the purpose intended, the possibility of using them being past.

In order to get a correct view of the subject we must look at the matter from a different and broader standpoint. The following illustration seems to put the subject in its true light:

Let us suppose that the manufacturer owns three identical plants of an economical operating size, manufacturing the same article, one located in Albany, one in Buffalo and one in Chicago, and that they are all running at their normal capacity and managed equally well. The amount of indirect expense per unit of product would be substantially the same in each of these factories, as would be the total cost. Now suppose that business suddenly falls off to one-third of its previous amount and that the manufacturer shuts down the plants in Albany and Buffalo, and continues to run the one in Chicago exactly as it has been run before. The product from the Chicago plant would have the same cost that it had previously had, but the expense of carrying two idle factories might be so great as to take all the profits out of the business; in other words, the profit made from the Chicago plant might be offset entirely by the loss made by the Albany and Buffalo plants.

If these plants, instead of being in different cities, were located in the same city, a similar condition might also exist in which the expense of the two idle plants would be such a drain on the business that they would offset the profit made in the going plant.

Instead of considering these three factories to be in different parts of one city, they might be considered as being in one yard, which would not change the conditions. Finally, we might consider that the walls between these factories were taken down and that the three factories were turned into one plant, the output of which had been reduced to one-third of its normal volume. Arguing as before it would be proper to charge to this product only one-third of the indirect expense charged when the factory was running full.

If the above argument is correct, we may state the following general principle:

The indirect expense chargeable to the output of a factory bears the same ratio to the indirect expense necessary to run the factory at normal capacity, as the output in question bears to the normal output of the factory.

This theory of expense distribution, which was forced upon us by the abrupt change in conditions brought on by the war, explains many things which were inexplicable under the older theory, and gives the manufacturer uniform costs as long as the methods of manufacture do not change.

Under this method of distributing expense there will be a certain amount of undistributed expense remaining whenever the factory runs below its normal capacity. A careful consideration of this item will show that it is not chargeable to the product made, but is a business expense incurred on account of our maintaining a certain portion of the factory idle, and chargeable to profit and loss. Many manufacturers have made money in a small plant, then built a large plant and lost money for years afterwards, without quite understanding how it happened. This method of figuring gives a clear explanation of that fact and warns us to do everything possible to increase the efficiency of the plant we have, rather than to increase its size.

This theory seems to give a satisfactory answer to all the questions of cost that I have been able to apply it to, and during the past few months I have laid it before a great many capable business men and accountants. Some admitted that this viewpoint would produce a very radical change in their business policy, and are already preparing to carry out the new policy.

It explains clearly why some of our large combinations of manufacturing plants have not been as successful as was anticipated, and why the small, but newer plant, is able to compete successfully and make money, while the combinations are only just holding their own.

The idea so prevalent a few years ago, that in the industrial world money is the most powerful factor, and that if we only had enough money, nothing else would matter very much, is beginning to lose its force, for it is becoming clear that the size of a business is not so important as the policy by which it is directed. If we base our policy on the idea that the cost of an article can only legitimately include the expense necessarily incurred either directly or indirectly in producing it, we shall find that our costs are much lower than we thought, and that we can do many

(Continued on Page 9.)

Hester's Yearly Cotton Report

Henry G. Hester, secretary of the force of the panic brought about New Orleans Cotton Exchange, has issued his complete report for the year ending July 31, 1915. The report is of especial interest in view of the unsettled state of the cotton market at the beginning of the period surveyed. Secretary Hester says in part:

"The last annual statement of consumption was for the twelve months ending August 31, and as war conditions in Europe made it impossible to obtain accurate data in reference to port and mill stocks on the Continent, the figures then given were only approximate. The change since of the cotton year brings the comparatives for last year and previous years in this statement to July 31, at which time there was no interference, so that the 1913-14 figures as herein given may be considered as accurate.

The same cannot be said of this season's total, as the conditions which prevailed on the Continent in August last have changed but little in so far as obtaining statistical information is concerned. Thomas R. Ellison, of Liverpool, cables me his figures of mill stocks July 31 as Great Britain 325,000 bales, including 200,000 American; Continent 1,400,000, including 1,000,000 American, but states that in so far as the Continent is concerned, with information so restricted, the figures can only be considered as a rough estimate.

"The face of the figures indicates a consumption of American cotton, including linters, during this year, of 14,134,000 bales, but is likely that this total includes 250,000 bales or more at Continental outports not included in the visible supply and not necessarily belonging to spinners, which outports under ordinary circumstances hold no stock of cotton. If this amount were deducted, it would point to a total world's consumption of American cotton for the year ending July 31, 1915, of not exceeding 13,900,000 bales.

"The commercial cotton crop of the United States for the year ending with the close of July, 1915, amounted to 15,108,011 bales, showing an increase over that of 1913-14 of 225,518 bales, an increase over that of 1912-13 of 1,001,895 and a decrease under that of 1911-12 of 1,000,078 bales.

"The entire increase in the deliveries over last year was in Texas, which showed a gain of 12 per cent, while the other Gulf and Atlantic States decreased, respectively, 13-10 and 3-3-10 per cent.

"The crop, which averaged middling, was largely of the medium grades; that is, without a superabundance of either higher or lower qualities. The average price for middling cotton for the year was 7.94 cents per pound, comparing with 13.49 last year, 12.20 the year before and 10.16 in 1911-12, and the average commercial value per bale was \$41.04, against \$68.06 last year, \$63.59 the year before and \$51.45 in 1911-12.

"It was not until the new crop began to move more freely that the de-

realized; and while the reopening of the Exchanges which were closed from July 31 to Nov. 16, brought about a steadier feeling, it was some time after that before the demoralization was overcome. It was in October that the lowest figure of 6 1-2 cents was recorded, but there were many sales made in the interior, in Texas especially, on the basis of 5 1-2 and 5 3-4 cents per pound for middling.

"In fact, while the exchanges were closed, there was no regular market, and cotton was selling in the interior of the Texas and Gulf States at one price and in the States of the Atlantic seaboard at another. Conditions were intensified by 'calamity howlers,' who predicted all sorts of disasters.

"It is hardly to be wondered at, therefore, that there was a sheer drop from an average value per bale of \$67 in July, 1914, to \$37 in October, or say, about \$30 per bale. By the time the exchanges opened, the trade began to realize that we were facing a bumper crop, which promised to exceed all previous yields, but the worst had been witnessed, and, as reflected in the figures appended, while the outcome has been the reverse of favorable, it has proved better than anticipated.

"The total value of the crop compare with the previous three years ended July 31 has been as follows:

	Bales	Value
1914-15	15,108,011	\$593,432,978
1913-14	14,882,498	977,844,114
1912-13	14,106,116	866,185,562
1911-12	16,108,089	808,723,957

"These values, which embrace the commercial crop, are for cotton only and do not, of course, include the value of the cottonseed, which constitutes an important item. For example, the value of the crop for the past year, as stated, was \$593,432,978, to which, if the value of the cottonseed be added, we should have a total of \$749,384,978. Last year the total value, including seed, was \$1,134,444,114. The seed crop of this year brought about the same as that of last year, so that the loss in total value was practically all in the cotton.

"The quantity of old cotton remaining in the cotton belt at the close of this season is many times larger than ever before, though not much greater than has been generally expected, owing to the enormous production and the unfavorable influences of the European war. The figures July 31 were about (in thousands):

	This year	Last year
Southern mill stocks	651	343
Counted and uncounted interior towns and plantations	1,888	300
Total old cotton carried over in the South at the close of season	2,539	643

"The history of American mills during the year was one of doubt and uncertainty at the outset, due to the outbreak of the European war, followed by a fairly active period with a recent slackening ten-

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CENTRAL FALLS, R. I.

THE SEYDEL MFG. COMPANY
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FOR ALL TEXTILES.

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FOR the convenience of our customers, we maintain in connection with our Charlotte office, a completely equipped shop, for the proper reclothing of Card Flats and Card Lickersin. Skilled experts are in charge and we invite you to avail yourselves of this service. A stock of card clothing constantly on hand enables us to supply all requirements promptly.

We are especially anxious that all our cards either Newton or Lowell pattern give satisfactory service and upon request will send expert to inspect cards and make such recommendations as may be necessary to put them in the very best possible shape.

ROGERS W. DAVIS, SOUTHERN AGENT
CHARLOTTE, N. C.

"The outcome has been that the mills and factories in the South have established a new high mark, exceeding last year's consumption (which was the largest up to that time) by 100,000 bales, while Northern consumption has been well up to its highest previous record for American cotton.

	Mill stocks beginning	Takings for year	Supply	Consumption, year	Mill stocks, close year	Total takings North and South	Total consumption
1914-15	582,000	2,583,000	3,465,000	3,153,000	847,000	582,000	3,406,000
1913-14	591,000	2,562,000	3,153,000	3,063,000			

"Southern taking and consumption of American cotton for the year ended July 31:

"This relates to consumption. Both North and South manufacturers have bought freely of low-priced cotton, their aggregate takings having reached 6,354,000 bales. The rosters are as follows:

	Mill stocks, beginning	Takings for year	Supply	Consumption, year	Mill stocks, close year	Total takings North and South	Total consumption
1914-15	343,000	3,471,000	3,814,000	3,406,000	651,000	343,000	3,406,000
1913-14	358,000	3,048,000	3,163,000	3,063,000			

Total takings North and South 6,354,000 5,610,000

Total consumption 3,406,000 3,063,000

(Continued on Page 45)

Cotton as Contraband

At the meeting held in London on August 11th to impress upon the government the necessity of declaring cotton contraband of war Sir William Ramsay, the scientist, declared cotton was the only substance required for the manufacture of munitions with which the Germans could not supply themselves. He said no chemical products could take the place of cotton in propulsive ammunition, and that ammunition made from used cotton was not as effective as that made from unused cotton.

Sir Charles Macara, president of the Master Cotton Spinners' Association of Great Britain, presided at the meeting and Sir William was the principal speaker. An inspired statement published in most of the newspapers depreciating the agitation to make cotton contraband and intimating that negotiations with the United States on this subject were proceeding, had the effect of lessening interest in the meeting. Both the presiding officer and chief speaker were insistent, however, that immediate action should be taken.

In opening the proceeding the president of the cotton spinners said he had no doubt that the manufacture of explosives had consumed a large part of the cotton surplus created by the war, and added:

"We must utilize our command of the highways of the sea, both practically and diplomatically, to prevent cotton reaching enemy countries, while at the same time acting fairly in the interests of neutral countries."

He was sure the government had given anxious consideration to this most complicated problem, and said there was no doubt that during recent months the stocks of cotton accumulating at Liverpool had shown that an improvement was taking place, but that it was absolutely necessary that strong and well considered measures should be carried out to keep cotton from the countries with which Great Britain was at war.

Sir William Ramsey, who seconded a resolution, which was passed, demanding that cotton be declared contraband, asserted that while substitutes for cotton could be used in making nitro-cellulose, yet none of them had what was called the "ballistic power" of cotton, and if anything else were used by the Germans it would necessitate enlarging the chambers of their guns and altering the sights of their rifles, an expedient which not even Germany could be prepared to adopt in the course of a great war.

He declared that cotton was going into Germany by devious routes. It was sold, he said, to Dutch and Swedish companies under a guarantee that it would not be sold to Germany or Austria. While technically this guarantee was not isolated, Sir Charles contended, it was in reality a subterfuge, for the Dutch and Swedish consignees sold the shipments to Swiss companies, who, in turn, sold them to Great Britain's adversaries.

The estimate was made by Sir Charles that a thousand tons of cotton was used every day of the war, and he protested that it was grossly unfair to the English soldiers and their Allies that Great Britain should continue to supply Germany with this commodity.

"Had cotton been stopped at the beginning of the war," he said, "it is reasonable to say we could be expecting now to see the war nearing an end."

A letter from Lord Beresford was read at the meeting in which he said if cotton had been declared contraband last February the war now would be approaching its final scenes, and added:

"Cotton is still entering Germany. She might just as well be allowed to import shells. Neutral powers should be informed that we intend to maintain our maritime rights as a belligerent. Of what use to us is the mastery of the sea unless we profit by its advantages?"

"We don't wish to hamper the trade of the great English speaking nation across the Atlantic. There are difficulties, but difficulties were created to be faced."

The solution of the problem proposed by Lord Beresford would be for the British government to buy up the entire American crop and resell afterwards even if at a loss.

Discussing the meeting called to urge that cotton be declared contraband, the "Chronicle" says, it would have been better if the government, instead of relying on a blockade open to the American allegation of illegality, had included cotton and other commodities in the list of contraband and relied upon the application of the principle of "continuous voyage" to stop all goods ostensibly consigned to a neutral, but really intended for an enemy destination.

Quoting the decision of the United States Supreme Court in the case of the British steamer Bermuda during the Civil War, and reviewing the complaints of the American press that some British actions under the existing blockade are illegal, the "Chronicle" says:

"Harsh legality is more tolerable to some minds than mild illegality. Our object is to prevent cotton going to Germany. As that can be done effectively by declaring cotton contraband, supplemented by the principle of continuous voyage, the government's course is clear."

Mail advices just to hand furnish definite indication of the intense public feeling which exists in England in favor of declaring cotton contraband of war.

The Liverpool "Cotton Gazette" of July 24 gives the exports of American cotton to neutral countries the past season as follows:

	1914-15	1911-12
Bales	Bales	Bales
Holland	486,820	34,130
Denmark	35,860	4,100
Norway	101,100	13,080
Sweden	710,080	29,000

An increase of 1,253,520 bales.

*Big crop year.

ONE GIRL will easily run four or five ENTWISTLE BEAM WARPERS,

BECAUSE troubles that cause frequent stoppage of other machines have been eliminated in the ENTWISTLE FOR INSTANCE, there is no trouble due to slack ends, dropped ends, or failure of stop motion, or to excessive tension or to "doubles," etc., etc.

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DOUBLING MACHINES
EXPANSION COMBS
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CARD GRINDERS

T. C. ENTWISTLE COMPANY

Established 1886—Incorporated 1901

F. B. KENNEY, PRESIDENT, LOWELL, MASS.
SOUTHERN REPRESENTATIVE, J. H. MAYES, CHARLOTTE, N. C.

Cotton is such a large factor in the production of modern high explosives that the question has apparently become one of shutting out ammunition for the Teutonic allies. There seems a disposition in local cotton circles to believe that any decision to class our Southern staple as contraband will be accomplished by a direct announcement of intention to purchase and hold from this market the amount of cotton that under normal conditions would be taken by Germany and Austria.

This amount is estimated at between 2,500,000 and 3,000,000 bales. This, obviously, could not be made, it is argued, a condition of direct agreement between Germany and our own government since such an official understanding would not improbably be construed by Germany as a violation of neutrality. Nevertheless if the surplus cotton were in fact purchased by, or account of, Great Britain, such action would go a long way toward appeasing the current outcry that not unnaturally as being heard from the South.

The new crop cotton is beginning to come to market. As growers in large measure raise their product on borrowed money it is evident that, since they must repay their loans, a critical stage is closely in prospect. The Federal Reserve Board is for this reason giving the matter of providing facilities for financing cotton its most careful consideration. Definite arrangements have, it is understood, been made whereby the New York, Philadelphia and Boston reserve institutions will rediscount in important volume at 3 1/2 per cent the cotton paper of the Southern banks. Their paper would necessarily be in bills, maturing in not more than ninety days. They would thus most probably have to be extended. An extension would be a new departure in the board's practice.

In a recent issue of the "London Times" the American side of the cotton question was given by a correspondent in part as follows:

"What, therefore, is here suggested is that the government should first put itself right with American legal and official opinion by placing cotton on the contraband list, and, secondly, purchase from the Southern cotton exchanges the amount of cotton that

we should then, of course, be in a position to deal with all shipments of cotton to the neutral countries adjacent to Germany by means of the highly effective precedents established by the Americans themselves during the Civil War. Having acted ourselves with a business-like generosity, we should expect and we should receive similar treatment in return."

Representative Henry of Texas, who has long urged special financial assistance to the Southern cotton growers, is reported from Washington as being at the capital trying to get the Federal Reserve Board to adopt a new plan. He wants the Federal Reserve Board to authorize national banks in the South to make loans at law rates to the cotton farmers, accepting warehouse re-

(Continued on Page 11)

Thursday, August 19, 1915.

Cotton Textiles in Argentina.

(Continued from Page 3.)

The United States manufacturer has never been strong here in colored duck, having been unable, apparently, to compete in price. Colored duck is manufactured in the nations show the result of the domestic Argentine and the annual importation competition by a gradual falling off.

At the present time the widest duck manufactured in the Argentine is 60 inches, and consumers requiring greater widths usually purchase this from the United States and then buy the narrow native product and sew the widths together. This is done by steam laundries using duck for their rolls.

The possibility of any country increasing its sales of cotton duck in the Argentine is rather remote, as the domestic factories are prosperous and growing, and it is the general belief that it will not be long before they will be able to supply all the local demand.

The sample book of this factory has been forwarded to the Foreign Trade Department of The National City Bank of New York.

Preparation of Samples.

The manner of preparing and exhibiting samples of textiles in which a manufacturer desires to create an interest is of considerable importance. The salesman who enters the market with a few sets covering a small assortment of a dozen designs soon runs into difficulty. The British manufacturer furnishes his representative, or the house to which he is endeavoring to sell, with a number of neat cards, with numerous samples illustrating many different designs attached to each card, so that the prospective purchaser can spread them all out before him for examination. European manufacturers are extremely liberal in the number and assortment of samples. A frequent complaint about the North American manufacturer is that he does not supply a sufficient number, nor a wide enough range, of samples. Only recently a manufacturer's representative from the United States was explaining his difficulties in this respect. He had one each of a fairly good assortment of samples. He had gone to a large buyer who wanted him to leave them a few days until he had time to study them. The few days pass-

ed, then more, and still the dealer was not ready to give his order, nor did the salesman feel that it was safe for him to ask for the return of his samples before he received a definite reply. Meanwhile he was unable to approach any other dealer because his only set of samples was taken up.

Sample cards, especially those representing case assortments, are made in multiple folds, with the various patterns and shades tastefully arranged. The cards or sample books themselves are neatly made, usually in covers imitating leather, stamped with the importer's special mark and name and usually naming the kind of goods to be found therein. It is often decorated with a woman's head or some other attractive embellishment. The names of the goods, and the widths are marked inside. Where the manufacturer sends these sample books to the importer, specially prepared for his use, the importer is usually willing to pay for them.

Trade Marks.

Manufacturers possessing a valuable trade mark should have it registered in the Argentine before introducing goods in that market. Trade mark piracy exists, and manufacturers have been compelled to pay large prices to persons who have registered trade marks before the real owners were allowed to use them. It is a good plan to adopt special trade marks for the Argentine market, marks that have in them something of local interest, representing historical incidents or suggesting things or events or persons that are popular with the people. For example, one trade mark contains the picture and the name of General Mitre, a former popular president of the Republic. It is well to have the inscription in Spanish.

Lengths.

Goods of ordinary quality (with the exceptions heretofore mentioned in this report, i. e. white and unbleached sheetings, etc.) usually come in 40 or 50 yard lengths. The finest goods are sold in shorter lengths. The pieces should be stamped with the mark and with the width and weights, and in the metric system, or both English and metric systems.

Packing.

Packing cases should not weigh over 300 to 350 kilos (660 to 770 pounds) each. They should be well

made, of durable lumber, and iron-ed to stand rough handling to and from the ship and elsewhere, with due precaution against excess weight.

Invoices.

If the exporter is not already informed, he should consult the nearest consular representative of the Argentine Republic as to the manner in which he should prepare his invoices. These should state the nature of the contents of the cases, the number of cases, the length of the various pieces they contain, the weight per square meter of the goods, and the net and gross weight of the package. The weight per square meter is essential as that is the basis of assessing duty, and attention to this detail will prevent delays in the clearance of the shipment through the custom house.

Arrangement of Contents.

Goods up to 70 centimeters (27.56 inches) in width are not usually folded parallel with the length unless specially requested by the importer. The ordinary fabrics, cheap and medium grade goods, such as percales, shirtings, zephyrs, etc., over 70 centimeters in width are usually folded once with the length not exactly in the center, but about a centimeter to one side of the middle so that the two edges will be about two centimeters (roughly 3/4 of an inch) apart. This is done on practically all white goods and most percales.

The method used in folding cheap and medium goods is known as book folding. After the goods have been reduced to a width of about 40 inches by being put up in multiple fold form, the two ends are brought together in the middle, like a book, and the pieces finally folded in this manner should be about eight inches in width. The best goods, such as French muslins, sometimes measure 12 inches across, while some of the cheaper percales measure only 6 inches. The best dress goods, and heavy fabrics like bombazin and flannelettes are folded in a plain roll. No stick should be used, as the weight of the stick or board would be included in the weight upon which duty is assessed.

Composition of Prices.

Prices are quoted by some of the manufacturers of Europe f. o. b. Others are quoted at factory, with additional expenses charged as sep-

arate items. Still others include some of these expenses in the quotation, and add others as extra items. British prices are usually factory, with other expenses separate. There appears to be no uniform rule in this connection, the procedure usually being in accordance with previous understandings between the interested parties.

The item "case" usually appears on invoices. One one invoice the following charges for cases of different dimensions were noted:

92 x 15 x 109 cms.....	15/-
9 x 59 x 89 cms.....	13/8d.
94 x 79 x 109 cms.....	19/8d.

Even samples appear as items of expense in some invoices. An item of "34 samples £1. 4. 6" was seen on one invoice, and on another an item covering 14 sample sets, apparently of a high class of goods, at £1. 4. 0. Other items consisted of freight to port of embarkation, bill of lading, consular invoices, cartage to steamer, postage on documents, all payable by the importer. Copies of invoices and shipping agent's statement are on file in the office of the Foreign Trade Department.

Prices of Italian goods are quoted f. o. b. Genoa, on account of the subsidy allowed by the Italian government on all cotton textiles exported.

German prices include the freight from factory to steamer, but packing charges are extra.

(Continued next week.)

Harmony Grove Mill,**Commerce, Ga.**

J. W. Black	Superintendent
M. R. Chrystal	Carding
E. L. Sheridan	Spinning
N. L. Whitten	Weaving
W. E. Grime	Cloth Room
J. M. Hurett	Master Mechanic

Weldon Cotton Manufacturing Co.**Weldon, N. C.**

C. C. Randleman	Superintendent
L. B. Harlow	Carding
W. F. Hux	Spinning

Elizabeth City Cotton Mills,**Elizabeth City, N. C.**

J. L. Gregson	Superintendent
Joe Roach	Carding
B. S. Anderson	Spinning
J. E. Adkins	Twisting and Winding
G. T. Comer	Master Mechanic

W. H. BIGELOW
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ASHWORTH BROTHERS
Tempered and Side Ground Card Clothing

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240 River Street, Greenville, S. C.

127 Central Avenue, Atlanta, Ga.

DISCUSSIONS BY PRACTICAL MEN

Size or Ring.

Editor:

I wish to ask through your discussion page what advantage is there in using a No. 1 flange ring on spinning. If there is any over No. 2 flange would like to hear from several spinners and superintendents who have had experience on both. Jim.

Answer to Fabric.

Editor:

I notice in the July 29th issue of this paper where Fabric asked for formula for producing 45 per cent size, and that he is running on light colors. If he will advise us whether he proposes to slash this on a slasher or size in a size box in connection with his dyeing and if in the latter way, the warp desired before sizing, and if he will give me the picks to the inch, I will be pleased to answer his inquiry. R. B.

Answer to Experience.

Editor:

Please give the following as answer to Experience: It would be quite an advantage to the carder if the spinner would use single roving. The carder could then make a heavier hank roving and increase his production while the spinners' production would remain practically the same. It is very reasonable that a roving frame will turn off more pounds of 2.50 H. R. than it will of 4.00 hank.

But I would not advise any one to make the change from double to single roving in spinning. I have tried it. O. W.

John Third Answers.

Editor:

I notice in your issue of two weeks ago "One John" asks for some information on how to avoid streaks in chambrays and I notice in last week's issue that "Another John" gives some light on the subject.

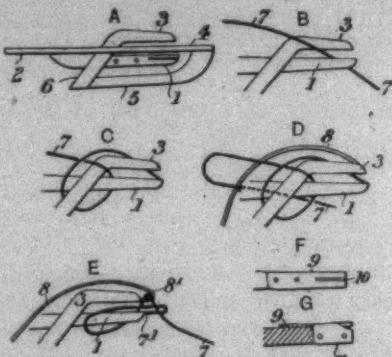
This happened to be on subject that interests me very much, because I have had right much experience in making chambrays of various shades. Have had trouble with the streaks, and have practically overcome it all. I am now making more or less chambrays of different shades, doing all of our coloring in what is called the chain system. In overcoming this trouble however we are using an improved warp-dyeing frame which has made the greatest improvement towards overcoming this trouble and at the same time makes the warp beam and quill 50 per cent better than warps colored on the old style frames. If you should be interested any further in the above I would be glad to take the matter up with you direct. My address can be had by writing the editor of this paper.

John No. 3.

Tying Weavers Knots.

A recent patent granted to Oester Farimagsgade, Copenhagen, Denmark, relates to a hand-apparatus by means of which two threads that are placed in a certain manner in the apparatus may be tied together in a weavers' knot simply by a pull

its superfluous end simultaneously cut off, and the free end of the thread 7 is pulled to the right underneath the apparatus, whereupon the loop formed over the jaw 3 will slip over the point of this jaw, thereby causing the thread 8 to form a loop 8' as shown in view E. By further pulling the thread 7 the loop around the jaw 1 will slide



held with the left hand, and the over the point of the jaw, and by thread 7, view B, is first passed still further pulling the thread 7 downward behind the arm 4 and the loop 8' of the thread 8 will enter between the jaws 3 and 1. The part 7' of the thread is then drawn towards the left hand under the jaw 1 and past the angle formed by the parts 6 and 5. It is then drawn upwards and slid along the jaw 3, beneath the arm 4, until it slips off the end of the jaw 3, and the end 7' is fixed in the point of the jaw 1, plate spring 9 having a slot 10. These jaws are provided with a plate spring 9 on the slot side 10 serving to hold fast the thread, and the other side presses the end of the thread that has to be cut away

placed directly in the point of the jaw 3, view D, where it is fixed and

Relation of Production and Cost.

(Continued from Page 5.)

Things which under the old method of figuring appeared suicidal.

The view of costs so largely held, namely, that the product of a factory, however small, must bear the total expense, however large, is responsible for much of the confusion about costs and hence leads to unsound business policies.

If we accept the view that the article produced shall bear only that portion of the indirect expense needed to produce it, our costs will not only become lower, but relatively far more constant, for the most variable factor in the cost of an article under the usual system of accounting has been the "overhead," which has varied almost inversely as the amount of the product. This item becomes substantially constant if the "overhead" is figured on the normal capacity of the plant.

Of course a method of accounting does not diminish the expense, but it may show us where the expense properly belongs, and give us a more correct understanding of our business.

In our illustration of the three factories, the cost in the Chicago factory remained constant, but the expense of supporting the Buffalo and Albany factories in idleness was a charge against the business, and

properly chargeable to profit and loss.

If we had loaded this expense on the product of the Chicago factory, the cost of the product would probably have been so great as to have prevented our selling it, and the total loss would have been greater still.

When the factories are distinctly separate, few people make such a mistake, but where a single factory is three times as large as is needed for the output, the error is frequently made, with the result that are just as misleading.

As a matter of fact it seems that the attempt to make a product bear the expense of the plant not needed for its production is one of the most serious defects in our industrial system today, and farther reaching than the differences between employers and employees.

The problem that faces us is then first to find just what plant, or part of a plant, is needed to produce a given output, and to determine the "overhead" expense on operating that plant or portion of a plant. This is primarily the work of the manufacturer, or engineer, and only secondarily that of the accountant, who must, as far as costs are concerned, be the servant of the superintendent.

(Continued on Page 18.)

A WONDERFUL NEW COUNTRY

The Treasurehouse and Wonderland of Eastern America.

A wonderful Railroad through a wonderful country! Such is the exclamation of surprise and delight with which visitors view the beauty and grandeur of the Appalachian Wonderland from trains of the Carolina, Clinchfield & Ohio Railway. This wonderful new Line has been built at an enormous expense of time, engineering skill and capital, as a quick-service short-line, cutting off two days in time of freights between the Central West and South-East, by a direct route through the Great Appalachian Mountain barrier. The dream of our forefathers—a direct route from "Cincinnati to the Sea"—is at last an accomplished fact and in its accomplishment the Nation has acquired a treasure-house of surpassing richness in undeveloped wealth of forests, fields and mines. A Mineral Paradise! The greatest body of standing hard-wood timber in the Eastern half of the Continent. Farm, stock and orchard lands of surpassing productiveness! The loftiest mountain peaks! The deepest canyon! The most beautiful water falls and picturesque river gorges! The grandest scenery! The highest altitudes and the most delightful and invigorating climate in Eastern America! These are but a few of the superlatives with which nature has endowed this hitherto inaccessible region whose beauties and treasures are now unlocked by modern transportation facilities.

On July 1, 1915, the passenger and freight service over the Carolina, Clinchfield & Ohio Railway was inaugurated between Elkhorn City, Ky., where connection is made with the Chesapeake & Ohio Railway, and Spartanburg, S. C., where connections are made for all points in the Southeast. The Line traverses Eastern Kentucky, Southwestern Virginia, Eastern Tennessee, Western North Carolina and the Piedmont region of South Carolina, crossing four great mountain chains, the Cumberland, Clinch, Great Smoky and Blue Ridge, which comprise the loftiest section of the Appalachian System.

This wonderful new country is bidding for men—for brains, brawn and capital—in terms of wonderful opportunity. With unlimited resources of forest, soil and mine; with close proximity to the populous consuming centers of the East, South and Central West; and with its splendid and newly acquired transportation facilities, this great new country, the latest and richest addition to the wealth of the Nation, bids highest for human enterprise and endeavor. Unfettered by fixed conditions, this new land offers almost unlimited opportunities to both capital and labor.

Come, see it for yourself, or write for descriptive literature including the scenic, resort, agricultural, horticultural, stock raising, mining and manufacturing features. Address the Information Bureau, Carolina, Clinchfield & Ohio Railway, Johnson City, Tenn.—Adv't.

Spiritualists will tell you we come back from the dead. At any rate, many a family skeleton has come to life.

Thursday, August 19, 1915.

SOUTHERN TEXTILE BULLETIN

Offices: Room 912 Realty Building, Charlotte, N. C.

Published Every Thursday By
Clark Publishing Company**DAVID CLARK, Managing Editor**
D. H. HILL, Jr., Associate Editor

SUBSCRIPTION.

One year, payable in advance.....	\$1.00
Other countries in Postal Union.....	2.00
Single copies .....	.10

Contributions on subjects pertaining to cotton, its manufacture and distribution are requested. Contributed articles do not necessarily reflect the opinion of the publishers. Items pertaining to new mills, extensions, etc., are solicited.

ADVERTISING.

Advertising rates furnished upon application.
Address all communications and make all drafts, checks and money orders payable to the Clark Publishing Company, Charlotte, N. C.

Entered as second class matter March 2nd, 1911, at the post office at Charlotte, N. C., under the Act of March 3d, 1879.

THURSDAY, AUGUST 19, 1915.

Spells Prosperity

Commerce and Finance of New York says in its last issue:

"Bank clearings last week and last month were the greatest on record in the United States."

"The wheat crop promises to be the largest in history."

"Our balance of trade shows us to be the world's creditor to an extent never approached by any other nation before."

"The steel industry is working to capacity."

"The textile industry is so active that in New Bedford the demand of the operatives for a vacation has been refused."

America today has \$2,006,399,539 in gold, the greatest stock of any country in the world and probably greater than that of any other two countries."

The money that is flowing into this country will not remain idle very long and will be seeking investment.

To afford investment new railroads will be built and new industrial enterprises organized and each of these means the purchase of building material and the employment directly or indirectly of large numbers of men.

With labor employed at good wages and record breaking crops a period of prosperity must follow.

Idle Spindles in War Zone.

While the manufacture of gun cotton has consumed a large amount of linters and a small amount of cotton it has not increased the consumption of cotton to any such extent as has been generally reported. On the other hand there is a vast amount of idle machinery, especially in the territory where there is active fighting.

The cotton mills of France had before the war about 6,800,000 spindles and 124,000 looms. Of the spinning spindles about two-thirds are mule and one-third ring.

There are three distinct cotton manufacturing sections, the north or coarse; the northeast or fine; and the east or medium; besides scattered mills or small groups of mills in the south, center and west. The north section of mills in Normandy embraces about 1,700,000 spindles and 40,000 looms and its capital, Rouen, is usually considered the center of the French industry. Besides Rouen this section embraces such mill towns as Belbec, Barentin, Fluers, Maromme, Dieppe, Darnelette, Sotteville, Yvetot, Evreux,

Gisors, Faaise, and Hayre. This section supplies yarns, mainly coarse and medium, to other sec-

tions of France such as the east and south and is the largest manufacturer of coarse and colored goods for export to the French colonies and protectorates. The northeast section with Lille as its center, embraces some 2,400,000 spindles, but only about 5,000 looms. Lille is the center of fine spinning in France and supplies not only the fine muslin weavers of Tarare and Epinal, but also and more especially the fine yarns required by the lace makers of Calais, Caudry, and St. Quentin in this same section. Besides these centers there are Roubaix, Tourcoing, Amiens, Hellemes, and other smaller towns in which spinning, with some weaving, was carried on in that section. In the East Epinal in the Vosges is the center for medium and fine goods and is surrounded by other centers such as S. Die, Val d'Ajol, Remiremont, Cornimont, La Bresse, Nancy, and Belfort. Towns not embraced in these three sections are more scattered and include Tarare, Roanne, Thiery, Villefranche, Cours, Vienne, Troyes (the center of the knit goods industry), Tours, Laval, and others."

For Belgium the International Federation in 1914 showed 1,530,000 spindles, all of which are now in the hands of the Germans and some of which were destroyed in the fighting. It is probable that some of these mills have been put in operation, but, cut off from a supply of cotton, Germany can not continue their operation.

For Russia the International Federation in 1914 showed 9,160,000 spindles. The latest data showing distribution of mills is Odell's report on "Cotton Goods in Russia" for 1910, which showed a total in 1910 of 8,306,372 spindles and 212,179 looms. Of these there were in Poland 1,275,083 spindles and 32,188 looms and all of these are now in German hands. Of the three Polish districts shown as manufacturing cotton the government of Warsaw has just been taken and it is reported that the Russians dismantled the mills before leaving. The larger part of the Polish industry was in the Government of Piotrkow, which has been in German hands for some time.

The French army still controls a small area in Alsace, which is German territory and is reported to hold the German town Mulhausen, which in 1908 had 520,300 spindles and 8,797 looms.

An estimate of the spindles in the actual fighting territory is as follows:

Northeastern France.....	2,400,000
Belgium	1,530,000
Russian Poland	1,275,000

German Alsace 520,000
Total 5,725,000

These are conservative figures and show that there are in the actual fighting territory and subject to at least occasional bombardment almost half as many spindles as we are operating in the South today.

If we add to these figures the German mills, which are cut off from a supply of cotton and the mills in France which are too near the war zone to permit full operation, we can realize that the world's manufacture of cotton goods is being greatly curtailed.

English Exports.

Exports from England during July and for the season to date with comparisons are as follows:

July	Season
Yarns, lbs... 13,000,000	115,449,200
Last year... 19,866,300	133,280,500
Cloth, yds... 539,000,000	2,830,305,300
Last year... 628,770,100	4,095,028,400

Cotton Consumption

Washington, Aug. 14.—Increased manufacture of cotton in the South, the heavy use of linters and almost normal cotton exports, which it was thought would greatly reduce this year by the war, were the features of the yearly cotton consumption and distribution report issued today by the census bureau.

Cotton Used More

Cotton growing states used 3,026,861 bales during the year, an increase of 69,571,937 bales over the previous year, while all other states used 2,571,931 bales, a decrease of 96,615 bales. Linters, used largely in the manufacture of war munitions, showed an increased consumption of 94,714 bales the total being 403,389 bales.

Exports Almost Normal

Exports were only 607,228 bales less than in 1914, despite the foreign situation. Of the 8,543,573 bales sent abroad the United Kingdom took 3,771,646, an increase of 315,801 bales over 1914. Germany is credited with having received 242,661 bales against 2,785,963 last year, while Italy's takings doubled to 1,109,514 bales. France took 682,630 bales, or 405,897 less than last year. Exports to all other countries aggregated double those of last year, with 2,737,005 bales.

World's Production

The world's production of commercial cotton, exclusive of linters, grown in 1914 is placed by the census bureau at 22,255,000 of 500 pounds net.

Spindles operated during July number 31,494,029 against 30,676,835 a year ago.

PERSONAL NEWS

W. L. Vickery has resigned as overseer of weaving at the Hartwell (Ga.) Mills.

J. T. Webb has resigned as superintendent of the Magnolia Mills, Charlotte, N. C.

T. L. Morton has resigned his position at the Wiscassett Mills, Albemarle, N. C.

J. A. Shipes, of Cowpens, S. C., has become night overseer of spinning at the Fairmont (S. C.) Mfg. Co.

W. B. Roberson has resigned as overseer of No. 4 carding at the Dan River Mills, Schoolfield, Va.

W. M. Corley has resigned as overseer of No. 1 carding at the Dan River Mills, Schoolfield, Va.

W. H. Gibson, Jr., has been promoted to superintendent of the Fairmont (S. C.) Mfg. Co.

W. W. Foster, of Greer, S. C., has become designer at the Drayton (S. C.) Mills.

R. H. Barlow has been promoted to master mechanic at the Alta Vista (Va.) Cotton Mills.

A. B. Ingram, of Columbia, S. C., now has a position at the Union Cotton Mills, Union, S. C.

S. C. Howel of Capelsie, N. C., is now night overseer of carding and spinning at the Vass (N. C.) Cotton Mills.

E. R. Speerman of the Beaver Dam Mills, Edgefield, S. C., is now slasher tender at the Social Circle (Ga.) Mills.

J. R. Lee, of the Gluck Mills, Anderson, S. C., has become overseer of carding at the Danville Knitting Mill, Bon Air, Ala.

W. P. Sanders has been promoted to overseer of slashing, winding and beaming at the Alta Vista (Va.) Cotton Mills.

F. T. Newberry has resigned as superintendent of the Selma (Ala.) Mfg. Co., and is temporarily located at Fort Worth, Tex.

Zach L. Underwood has resigned as section hand in spinning at the Edna Mills, Reidsville, N. C., and accepted a position at Schoolfield, Va.

J. M. Waddleton, of Charlotte, N. C., has accepted the position of overseer of weaving at the Inverness Mill, Winston-Salem, N. C.

J. G. Sanders has been promoted from overseer of No. 2 carding to overseer of No. 3 carding at the Dan River Mills, Schoolfield, Va.

George D. Simkins, overseer of spinning, spooling, and warping at the Poulan (Ga.) Mills, has been out of his position for about five months on account of ill health, but his condition is improving.

A. H. Hamilton has resigned as superintendent of the Dresden Mill, Lumberton, N. C.

J. W. Carlisle of LaGrange, Ga., has accepted the position of master mechanic at the Opelika (Ala.) Cotton Mill.

Lewis W. Parker, formerly head of the Parker Cotton Mills Co., has joined the editorial staff of the Greenville Daily Piedmont.

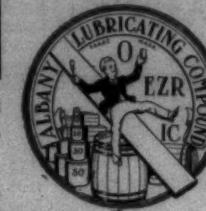
H. D. Knox, of Anderson, S. C., has accepted a position at the Walhalla plant of the Monaghan Mills, Walhalla, S. C.

Guy R. Lewis has been promoted from assistant superintendent to superintendent of the Kentucky Cotton Yarn Co., Louisville, Ky.

H. W. Atkinson of Jacksonville, Ala., has accepted the position of general manager of the Demopolis (Ala.) Cotton Mills.

J. F. Rogers has been promoted from speeder fixer to second hand on speeders at the Wiscassett Mill No. 1, Albemarle, N. C.

Joe B. Long has been promoted from second hand in No. 1 comber room, to overseer of carding and combing at the No. 4 mill of the Wiscassett Mills, Albemarle, N. C.



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gives perfect lubrication for all kinds of mill machinery. It will not leak or drip from bearings. It is efficient and economical. Write for samples and cup. No charge.

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Charlie Lowder has been promoted from oiler to second hand in the speeder room at the Wiscassett Mill No. 1, Albemarle, N. C.

U. M. Rogers has been promoted from second hand in No. 1 speeder room to second hand in No. 1 comber room at the Wiscassett Mills, Albemarle, N. C.

W. P. Owens has been transferred from overseer of No. 3 card room to a similar position in the No. 4 card room at the Dan River Mills, Schoolfield, Va.

H. O. Rogers has resigned as second hand in weaving at the Alice Mills, Easley, S. C., to become overseer of weaving at the Hartwell (Ga.) Mills.

J. T. Jarrell has resigned as second hand in carding at the Edna Mills, Reidsville, N. C., and accepted a similar position at the Dan River Mills, Schoolfield, Va.

W. M. Pettigrew, who recently resigned as overseer of spinning at the Pomona Mills, Greensboro, N. C., has accepted a similar position at the Inverness Mills, Winston-Salem, N. C.

W. T. Sanders has resigned as overseer of spinning at the Mt. Holly Mills, Mt. Holly, N. C. and accepted the position of superintendent of the Magnolia Mills, Charlotte, N. C.

John W. Long, has resigned as overseer of carding and combing at the Wiscassett Mill No. 4, Albemarle, N. C., and accepted the position of superintendent of the Dresden Mills, Lumberton, N. C.

Union Mill,

LaFayette, Ga.

Clarence B. Gunn	Superintendent
J. W. Benefield	Carder
J. A. South	Spinner
Olney W. Whatley	Weaver
Burton Simmons	Cloth Room
A. F. Dunahoo	Master Mechanic

Pomona Mills, Inc.,

Greensboro, N. C.

C. E. Bean	Superintendent
Thos. E. Sharpe	Carder
M. T. Sanfora	Spinner
Walter S. Crowell	Weaver
L. E. White	Cloth Room
Jno. A. Upright	Master Mechanic

Edenton Cotton Mills,

Edenton, N. C.

T. R. Morton	Superintendent
J. R. Puckett	Carder
T. H. Cromer	Spinner
W. M. Bean	Master Mechanic

Merrimack Mfg. Co.,

Huntsville, Ala.

J. J. Bradley	Gen. Manager
B. J. Fisher	Superintendent
L. H. Miller	Carder
Geo. Lahman	Spinner
J. W. White	Weaver No. 1
J. W. Trigg	Weaver No. 2
G. E. Foster	Cloth Room
C. Purley	Master Mechanic

Montgomery Cotton Mills, Montgomery, Ala.

Geo. T. Marsh	Superintendent
D. K. Dunn	Carder
Geo. Phillips	Spinner
Chas. D. Barfield	Weaver
E. A. Jackson	Cloth Room
W. M. Corbett	Master Mechanic

Cassella Color Company

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Atlanta
Montreal

MILL NEWS ITEMS OF INTEREST

Ramseur, N. C.—The Columbia Manufacturing Co. closed last week in order to do some repair work on the mill race.

Asheboro, N. C.—Construction work on the recently mentioned addition to the Acme Hosiery Mills is being pushed rapidly and it is expected that the annex will be equipped at an early date.

Scotland Neck, N. C.—The two hosiery mills at this place have shut down for their usual midsummer vacation, which will last for two weeks. The dye department of the Crescent Hosiery Company will continue to be operated during the vacation in order that they may catch up with the dyeing, which is considerably behind.

Gastonia, N. C.—J. A. Jones was awarded the contract for the erection of the two-story brick addition that is to be built by the Arlington Mills of Gastonia. The structure will be 200 feet long and 60 feet wide and will house miscellaneous machinery equipment. It will be of mill construction and will represent an investment of approximately \$20,000.

Huntsville, Ala.—The plant and all properties of the Huntsville Cotton Mill have been sold by Sheriff Phillips under an execution issued in favor of the creditors. A. L. Rison, trustee for the creditors, bought the plant in for the sum of \$46,363.53. The Huntsville Cotton Mill was the first industry of the kind established in Huntsville. For many years it earned handsome dividends and was owned exclusively by Huntsville capital. It continued in operation until a few months ago.

Baltimore.—Recent reports of activity in the cotton mill trade are borne out by the favorable earning of the Mount Vernon-Woodberry Mills, of this city. From a reliable source it was learned that the net revenues of the company for the month of June were approximately \$65,000.

It has been known for some time that the company had large orders on hand. At the present time seven mills are being operated on practically full time, in order to fill all contracts so far booked.

Carrollton, Ga.—Last Monday afternoon while the rain was pouring down, at about one o'clock, lightning struck Mill No. 2 of the Mandeville Mills, striking in the belt room and setting to the material therein.

The city fire department responded promptly to the call, making the run in a downpour of rain. The fire works of the mill were already at work so that it was not long until the fire was subdued.

Considerable damage was done, amounting to several hundred dollars, covered by insurance.

Reisterstown, Md.—Plans for the operation of the plant of the Oak-land Manufacturing Company, purchased by John C. Melville, are not yet fully developed, according to a bus. and G. Gunby Jordan, of Columbus; E. P. Dismukes, of Quincy, Fla.; E. P. Dismukes, of Columbus; John G. Ruge, of Apalachicola, Fla.; W. C. Bradley, of Columbus; R. C. Curtis, of Columbus.

statement made by Mr. Melville.

However, he expects to start operations in the course of two or three weeks. It is reported that the plant at Chambersburg, Pa., of which Mr. Melville is proprietor, will be closed down owing to a dispute with the municipality over water rents. The lease of this mill expires this fall.

Columbus, Ga.—The regular meeting of the board of directors of the Eagle & Phenix mills was held last week in the office of G. Gunby Jordan, president of the company. The reports of the receipts and the output of the mills for the last three months were gone over.

Considering the business condition of the country, the reports were stated to be favorable, with prospects for an even better quarter to come. Following the meeting the members of the board living away from this city made ready to leave for their homes.

Those present were: Messrs. Henry Buist, of Charleston, S. C.; J. B. Hoist, of Asheville, N. C.; E. P. Comer, of Macon; Mark W. Mun-

lick, G. H. Geitner, J. D. Elliot, M. E. Jones, L. T. Sharp and others. The company will build a cotton mill at this place at once, the plant to cost \$100,000, the stock of which has nearly all been subscribed. The mill will have 5,000 spindles and make No. 30 cone yarn. It will probably be located opposite the railway station.

High Point, N. C.—Although at present the hosiery mills throughout the country are suffering from a shortage in dyestuffs the scarcity of dyes does not seem to effect the operations of the High Point and the Piedmont Hosiery mills here. The Piedmont plant is running full time and some machines are kept running until midnight in order to supply their orders. They are working their full force and are turning out more goods and have orders for more now than when their business was under "normal conditions."

The High Point mills, which are under the same management, report the same conditions, more orders and more work than they had before the outbreak of the war, and seem well supplied with dyes.

Granite Falls, N. C.—Falls Manufacturing Company is the name of a new concern being organized at this place to build a cotton mill. The incorporators are D. H. War-

lick, D. H. Warlick, who has been working on the subscription of the stock for the new concern, announces that work of building the mill will begin at an early date. Mr. Warlick organized the Dudley Mill in 1906 and has been at the head of it ever since.

Columbus, Ga.—Four carloads of machinery for the Hamburger cotton mills have arrived and are being placed in preparation for the mill resuming operation. There are about three more cars to come before all of it will be here, and the mill starts back to work again.

One of the men connected with the management stated that the mills would likely resume operation within a month's time but that the first work would be to "work" out the looms and that before full operation began it would be a month after that.

The machinery which is being installed at the Hamburger mills is costing in the neighborhood of \$60,000 and when all placed will almost double the capacity of the mills and will employ a large number of men.

Wadesboro, N. C.—For several months there have been considerable talk as to the healthfulness of the conditions surrounding the Wadesboro Silk Mill. Reports have been sent to the state Board of Health, alleging that much typhoid fever had emanated from that source. The superintendent and owner requested that the State Department to make a searching investigation and place the fault wherever it was found.

Dr. L. B. McBrayer, of the State Board of Health has just completed a thorough investigation and makes the statement that he finds conditions in the silk mill very near perfect. Quite a number of state papers published charges of unsanitary conditions at this mill several weeks ago, but it is now learned that there was no foundation for these reports.

Greenville, S. C.—At the annual meeting of the stockholders of the Parker Cotton Mills Company held here, the following directors were chosen: E. J. Pelzer, Jr., Edwin P. Frost, James H. Dooley, Thomas F. Parker, W. E. Beattie, M. C. Branch, Thomas Motley, M. L. Marchant and Lewis W. Parker. With the exception of Lewis W. Parker, all directors succeeded themselves.

Mr. Parker's holdings in the company entitled him to elect one director.

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HOTEL IN
THE WORLD



Thursday, August 19, 1915.

tor. He voted for himself for this position.

The directors re-elected the following officers:

M. C. Branch, Richmond, Va., president; W. E. Beattie, treasurer, and vice president; W. J. Thackston, assistant treasurer and secretary and M. L. Marchant, vice president.

Asheville, N. C.—The French Broad Manufacturing Co. is at present making extensive additions and improvements to its plant, as previously noted, details of enlargements are as follows: a new spinning mill of standard mill construction, 200 by 100 feet, consisting of two stories and part basement and a reinforced concrete storehouse, 100 by 50 feet, four stories high, are being built. Additional equipment is being placed in the present bleachery, extensions being made to the fire protective system, including building of 200,000 gallon reservoir. About 20 new mill cottages are being erected and other improvements and other improvements are in process. The total expenditure will probably amount to about \$150,000. The present plant of the French Broad Manufacturing Co. comprises a weave mill and bleachery, the product being cotton quilts. About 5,000 spindles will be installed in the new spinning mill, which will furnish a greater part of the yarn required by the weave mill. With the increased facilities of the bleachery, the company will be able to turn out a considerable quantity of bleached goods, consisting of wide sheetings and other wide goods for other concerns. Contracts for buildings and equipment have been closed. The new buildings are nearing completion and the new machinery will probably be running by Oct. 1.

The mill will be electrically driven by means of group drives, about 500 horsepower in motors being installed. Additional power will be purchased from a local power company. G. S. Wright is general manager of the company and has charge of the new work. Lockwood, Greene & Co., of Boston and Atlanta, are architects and engineers.

Arrangements Committee Southern Textile Association Convention.

W. M. Sherard, the president of the Southern Textile Association, has announced the following Arrangements Committee for their semi-annual convention, which is to be held in Greenville, S. C., November 4th to 6th, inclusive.

Robert F. Rowe, selling agent, Saco-Lowell Shops, chairman.

Harold C. Smith, assistant treasurer, Duncan Mills.

V. M. Manning, purchasing agent. H. C. Mims, manufacturers' agent.

SOUTHERN TEXTILE BULLETIN.

13

F. J. P. Coggswell, vice president Carolina Supply Co.

George M. McNider, Southern representative National Starch Co.

This committee will be intrusted with the duty of looking after the entertainment of the large crowd that is expected to attend the convention and from the way in which they have entered into their duties every indication is that the visitors will have a good time.

This will be, at all odds, the most important meeting of the Southern Textile Association yet held, for in addition to the special program of the convention there will be held in connection with it the Southern Textile Machinery Exposition which will draw many visitors besides the regular members of the Association.

Elizabeth Employees Have Annual Picnic.

The annual picnic of employes of the Elizabeth Cotton Mill, Charlotte, was held Friday in the beautiful grove on President R. M. Miller's place west of the mill village. At an early hour the mill people gathered, reinforced by not a few residents of Steel Creek and Dixie, making an assemblage about 400 strong. The entire day was pleasantly spent in swinging, foot-racing and similar diversions. All enjoyed the music rendered by the Elizabeth string band and the singing of a number of hymns by the Elizabeth church choir.

Then L. A. Adams introduced the speaker of the day, Heriot Clarkson, who delivered an address which was heard with great interest, being appropriate to the occasion, replete with sound sentiments and helpful thoughts.

Afterward a 60-foot table was spread with a feast of good things. The entire crowd sang "Praise God From Whom All Blessings Flow." Rev. J. O. Erwin, pastor of Dilworth Methodist church, said grace. Then the picnickers helped themselves. At the conclusion of this repast they were treated to watermelons which in tempting array awaited their attention. Iced lemonade flowed freely throughout the day. The melons and the lemonade were furnished by the mill company. The picnickers brought their dinners in baskets.

In the afternoon there was a baseball game between teams representing Dixie and Elizabeth, and, as was fitting on this festive day, the Elizabethans emerged from the contest wearing the laurel wreath of victory, the score being 4 to 0 in their favor. And it was real baseball, too.

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And you will lose the weight you paid for. The Turbo-Humidifier puts back the moisture—giving the finished material its natural weight and saving your profits.

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It will cost you only a red stamp to get proof of these fact claims. Ask for the proof.

When you buy raw Cotton, Wool, and other fibres you also buy enough water to depreciate your profits—if you do not put the water back into your finished product.

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J. S. COTHRAN, Manager.

TEXTILE BOOKS

Carding and Spinning, by G. F. Ivey.—Price \$1.00. A practical book on carding and spinning which will be found useful.

Carding Lessons for the Mill Boy—Vaughan—Price \$1.00. A practical carder. Written especially for young carders.

Cotton Mill Processes and Calculations—By D. A. Tompkins—Price \$5.00. An elementary text book for textile schools and self-instruction. Every operation in the ordinary cotton mill is explained simply and with the use of illustrations. Contains much information of value to the experienced man. 395 pages; 33 illustrations; cloth.

Plain Series of Cotton Spinning Calculations—by Cook—\$1.00. A unique and valuable book giving the calculations used in mixing, carding, drawing, and spinning cotton, also original drawings showing points where changes of drafts, speeds, etc., should be made. Setting, production, doublings. 90 pages; freely illustrated; cloth.

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Cotton Goods Report

New York.—The volume of business put through in the cotton goods market was fairly large last week, and was made up mostly of many small orders. Buyers of fancy goods placed some substantial orders during the week on fine yarn dyed goods. The sales of suitings and skirting goods were also good.

The position of staple cotton goods is good, there being no accumulation of stocks to bother either manufacturer or commission merchant. Buyers are taking hardly more goods than they need for their immediate requirements, but merchants are holding steady and no additional price reductions are being looked for at present. Staple gray goods were spotty last week, in some instances, low prices are being taken and in other cases sellers are getting full asking price. Business has improved in some lines of sheetings and converting drills.

Large additional orders were put through in the cotton duck end of the market last week. There has been quite a large movement for domestic consumption, the demand coming from rubberizing, belting and hose factories. Representatives of the Allied armies also placed some large orders for equipment duck last week.

Many lines of wash fabrics have been opened and houses handling them are ready to take orders for assorted cases. Buyers of wash goods are taking the wider styles more than ever before, and are making efforts to get goods in the 36-inch widths at the same figures that formerly paid for 27- and 32-inch goods.

The finer grades of bleached cotton goods are holding steady. There is so much competition in the lower grades that profits have been shortened considerably. The gingham situation shows very little change. Some of the mills are getting business at prices lower than those which prevailed last season, while others are holding out for higher prices.

There were many inquiries reported on napped goods during the week, these being to fill in orders already taken, showing the distributors are making better sales of napped goods than they expected. There is a scarcity of colored napped goods in the dark shades. Staple print cloths have shown little change, and orders are placed according to the amount of dyes on hand.

Inquiry was much more active in the Fall River print cloth market last week and the general tone of the market was much better, even though actual sales did not show much increase. Prices are still holding firmly and the mills could have booked a large business during the week if they had been in a position to take up future deliveries. However, except in a few instances, the mills did not care to accept orders for very late deliveries. They

took orders to begin deliveries next month, but were not prepared to accept contracts for later deliveries. Buyers seemed much more interested in securing orders for deliveries to begin in September, so only a moderate amount of business was placed. This has brought manufacturers to the realization that buyers consider present prices cheap, and for that reason they feel that good sized orders ought to be coming in pretty soon.

Within two weeks, orders for 120,000 pieces of goods for use in hospitals in the war zone have been placed with four or five mills in Fall River. As these are light goods, it is really only equivalent to about 35,000 pieces of the regular goods, yet the manufacturers consider that the general tone will be improved. This is figured because the looms engaged in turning out this product must necessarily withdraw from the other market and many more plants will consequently be indirectly benefited.

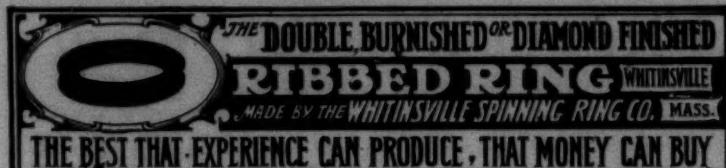
There has been little change in the fine goods situation. The general condition of this market continues quiet but there has been some improvement during the week in medium fine goods. Inquiry has been fairly active for these goods and some trading was done.

Prices on cotton goods were quoted in New York as follows:

Print cloth, 28-in., std	3 1-8	3 5-8
28-inch, 64x60s	3	—
Gray goods, 39-inch,		
68x72s	4 3-8	4 1-2
38 1-2-inch 64x64s	4	—
4-yard, 80x80s	5 5-8	5 3-4
Brown drills, std.	6 1-4	—
Sheeting, So., std.	6	6 1-4
3-yard, 48x48s	5 5-8	5 3-4
4-yard, 56x60s	4 3-4	—
4-yard, 48x48s	4 3-8	4 1-2
4-yard, 44x44s	4 5-8	—
5-yard, 48x48s	3 5-8	—
Denims, 9-ounce	13 1-2	14
Selkirk, 8-oz. duck	10 1-2	—
Oliver extra, 8-oz.	10 1-2	—
Hartford, 11-oz., 40-in.		
duck	12 3-4	—
Woodberry sail d'k.	35%	—
Mt. Vernon wide d'k.	45%	—
Ticking, 8-ounce	11 1-2	—
Standard prints	5 1-4	—
Standard ginghams	6 1-4	—
Fine dress ginghams	7 1-2	9 1-4
Kid finished cambrics	4	4 1-4

Hester's Weekly Statement.

Comparisons are to actual dates, not to close of corresponding weeks. In sight for week..... 52,000
Sace seven days last year..... 11,000
For the month..... 96,000
Same date last year..... 17,000
For season..... 96,000
Same date last year..... 47,000
Port receipts for season..... 38,000
Same date last year..... 12,000
Same date year before last..... 39,000
Overland to mills and Canada
for season..... 9,000
Same date last year..... 2,000
Southern mill takings for



Poor Tempering Does It { Makes broken travelers and cut threads

U.S. RING TRAVELERS ARE AMOS M BOWEN
UNIFORMLY TEMPERED Treasurer
PROVIDENCE, R.I.

MATTHIAS OUSLEY, Jr., Southern Representative, Box 126, Greenville, S.C.

RICHARD A. BLYTHE

(INCORPORATED)

Cotton Yarns Mercerized and Natural

ALL NUMBERS

505-506 Mariner and Merchant Building

PHILADELPHIA, PA.

The Desirability of the South

as the place to manufacture cotton goods is illustrated in the increase of 67% quoted by census department. We can offer attractive situations for those desiring to enter this field.

J. A. PRIDE

General Industrial Agent Seaboard Air Line Railway

NORFOLK, VIRGINIA.

B. & L. Bleachers Bluings

SHADE TO SUIT

Manufactured by

BOSSON & LANE

Works and Office

ATLANTIC, MASS

season	75,000	This week	61,000
Same date last year.....	8,000	Same seven days last year..	97,000
Interior stocks under Aug. 1	26,000	Total since Aug. 1.....	432,000
Last year, under.....	5,000	Same date last year.....	132,000
Foreign exports for week..	46,000	Total visible this week.....	4,264,613
Same seven days last year	3,000	Last week.....	4,551,880
For season	65,000	Same date last year.....	3,019,540
Same date last year.....	5,000	Of this the total American	
Northern spinners, takings		aCanada for week.....	2,946,170
for season	11,000	Last week	
For season	15,000	To same date last year.....	3,165,304
To same date last year....	5,000	Last year	4,555,540

The Yarn Market

Philadelphia, Pa. Business in 24s	17 1-2-18
the yarn market here last week was 26s	18 —
somewhat better than that of the 30s	19 —20
previous week. There were a number of sales of quantities ranging from 50,000 to 100,000 pounds for future delivery, and many sales of small lots for spot and prompt shipment. Had buyers and sellers been able to get together on the price question, the week would have been rather active, as there were a large number of inquiries for yarn for future delivery. Collections continue to show some improvement. Receipts of yarn from the South were large.	40s 26 —27

There was plenty of inquiry for carded knitting yarns last week for future delivery. There is no scarcity of carded yarns, as manufacturers of heavy-weight underwear and hosiery have not bought coarse numbers very freely and spinners have not curtailed, knitting yarns are rather plentiful. Prices on these yarns barely held steady and some Eastern spinners who needed business badly, made price concessions to get it. A sale of a large quantity of Southern frame spun cones for future delivery was made on the basis of 15 cents for 10s. Other sales of coarse numbers, ranging from 20,000 to 50,000 pounds, were made at the same figure.

There was not much demand last week for single combed yarn and only a few sales for early delivery were made. There is some demand for the finer numbers, and it is being used by worsted spinners to twist with worsted yarns, as well as by hosiery manufacturers. Weaving yarns were stronger last week and the tendency of the prices of these yarns is upward. Spinners who have enough orders on their books to keep them busy for the present, are holding for higher prices. The market prices on weaving yarns are considerably below what spinners are asking. There is a good stock of these yarns in this market and dealers are willing to sell it for less than competitors can sell.

Two-Ply Southern Skeins.

4s to 8s	13 —45
10s to 12s	14 —45 1-2
14s	15 —46
16s	16 —46
20s	16 1-2-17
24s	18 —
26s	18 —
30s	19 —
36s	24 —14 1-2
40s	25 —26
50s	34 —
60s	40 —
3-ply 8s upholstery	15 —
4-ply 8s upholstery	15 —

Southern Single Skeins.

4s to 8s	13 1-2-15
10s to 12s	14 —45
14s	15 1-2—
16s	16 —46
20s	16 1-2-17
22s	17 —17 1-2
24s	17 1-2—
26s	18 —
30s	19 —
36s	24 —14 1-2
40s	25 —26
50s	34 —
60s	40 —
3-ply 8s upholstery	15 —
4-ply 8s upholstery	15 —

An Honest Confession

"I suppose you will be out again tonight," remarked Pokerton's wife somewhat sarcastically.

"I sure will," he admitted, "unless I hold better hands than I did last night."—Philadelphia Ledger.

Cotton as Contraband.

(Continued from Page 7.)

ceipts as security. If the board will not do this, then he will insist that, the Secretary of the Treasury withdraw government funds from the reserve banks and deposit them with Southern banks to be loaned to cotton farmers on warehouse receipts.—Journal of Commerce.

Hester's Cotton Report.

(Continued from Page 6.)

North and South	5,781,000	5,634,000
Incr'se in Northern Mill takings	321,000	
Incr'se in Southern mill takings	423,000	
Total increase in mill takings,		
North and South	744,000	
Increase in Northern mill con-	47,000	
Increase in Southern mill con-	100,000	
Total increase in consump-		
tion, North and South	147,000	

"Thus the North carries over an excess of 265,000 bales over its stock of American cotton of July 31, 1914, while the South carries over an excess of 308,000, or say, together, an excess of 573,000.

"In brief, the American mill stocks of American cotton, including linters, on July 31 were:

North	847,000	582,000
South	651,000	343,000
Total North and South, July 31	1,498,000	925,000

"A most interesting feature has been the rapid increase in the consumption of linters, which jumped from a monthly average of 26,000 bales during the first six months, to a monthly average of 40,000 during the second six months of the season. The linters included in the year's consumption was 395,000 bales, against 309,000 last year, an increase of 86,000 bales. In the South, the linter factories used 16,000 bales in August and September, while they used 54,000 in June and July.

"In addition to the total of American cotton above noted, American mills consumed 222,398 bales of foreign cotton. In the table of supply and distribution, it has been the custom to include Northern mill stocks only. The commercial crop is made up of (1) port receipts; (2) overland to mills outside of the cotton belt; (3) consumption in the cotton belt.

"These three items form the commercial cotton crop. Any stocks carried over by the mills in the cotton belt are included in the old cotton left over, as it may be either sold and shipped out of the South during the following season or consumed. In other words, to include mill stocks in the South as part of the commercial crop would give rise to the possibility of counting the same cotton in more than one year.

"Heretofore 'takings' and 'consumption' in the South have not varied greatly, but in view of the wide difference this season, it is deemed proper to call attention to above facts."

Dyes Discovered By Cotton Mills.

One of the most interesting announcements regarding the dyestuff situation in this country, is the authentic report that a number of cotton mills in Rockingham, turning stuff product to last them for 12 out a woven product, have by long month at the least."

THE NORTH CAROLINA COLLEGE OF AGRICULTURE and MECHANICAL ARTS

Young men seeking to equip themselves for practical life in Agriculture and all its allied branches; in Civil, Electrical and Mechanical Engineering; in Chemistry and Dyeing; in Textile Industry and in Agricultural Teaching will find excellent provision for their chosen careers at the State's Industrial College. This college fits men for life. Faculty for the coming year of 65 men; 767 students; 25 buildings. Admirably equipped laboratories in each department.

For catalogue, write
E. B. OWEN, Registrar,
West Raleigh, N. C.

"THE CLINCHFIELD ROUTE"

And
Carolina, Clinchfield & Ohio Railway
of South Carolina.

EFFECTIVE JULY 24TH, 1915

Eastern Standard Time

Southbound.

Lv. Elkhorn City, Ky.	*6:00
Lv. Hayes, Va.	6:33
Lv. Fremont, Va.	7:00
Lv. Dante, Va.	7:35
Lv. St. Paul, Va.	8:05
Lv. Speer's Ferry, Va.	9:35
Lv. Johnson City, Tenn.	9:35
Lv. Kona, N. C.	1:35
Lv. Altapass, N. C.	2:10 17:00
Lv. Marion, N. C.	3:20 8:10
Lv. Bostic, N. C.	4:25 9:08
Ar. Spartanburg, S. C.	5:50 10:15

No. 5 Mixed

Lv. Dante, Va.	*12:50
Lv. St. Paul, Va.	1:20
Lv. Speer's Ferry, Va.	3:15
Lv. Johnson City, Tenn.	5:15
Lv. Erwin, Tenn.	6:30

Northbound—No. 2, Pass.

Lv. Erwin, Tenn.	*8:15
Lv. Johnson City, Tenn.	9:00
Lv. Speer's Ferry	10:35
Lv. St. Paul, Va.	12:17
Ar. Dante, Va.	12:40

Lv. Spartanburg, S. C.	*11:00 15:00
Lv. Bostic, N. C.	12:07 6:09
Lv. Marion, N. C.	1:05 7:05
Lv. Altapass, N. C.	2:20 8:20
Lv. Kona, N. C.	2:55
Lv. Johnson City, Tenn.	5:15
Lv. Speer's Ferry, Va.	7:02
Lv. St. Paul, Va.	8:30
Lv. Dante, Va.	8:50
Lv. Fremont, Va.	9:27
Lv. Hayes, Va.	9:54
Ar. Elkhorn City, Ky.	10:30

*Daily. —Daily except Sunday.
A.M. light face type.
P.M. heavy face type.

Patrons are requested to apply to nearest Agent for definite information, or to

CHAS. T. MANDEL,
Asst. Genl. Pass. Agent.
J. J. CAMPION,
V.-Pres. and Traffic Manager,
Johnson City, Tenn.

experiment and much hard work on the part of their chemist, discovered a set of dyes which are declared to be absolute fast and unaffected by sunlight, these being the two principal tests to which dyes are put in all experiments.

"I was informed," said a Charlotte man, "that these mills, after a very tedious period of experimenting with dye under all conditions, have evolved a set of dyes that are desirable and will not only withstand the effects of washing and heat, but will not show weakness when exposed to the hottest sunlight, samples of cloth thus dyed being left in the sun for a period aggregating 36 hours and showing no ill effects. I was also informed that these mills have on hand enough of this dye-cotton mills in Rockingham, turning stuff product to last them for 12 out a woven product, have by long month at the least."

Thursday, August 19, 1915.

Warp Stop Motions

At a time when considerable legal action has been

Freedom taken regarding Litigation warp stop motions for automatic looms, it appears to us very timely to offer to the textile manufacturers throughout the United States the most efficient, compact and fool-proof stop motion which has ever been devised.

This warp stop motion is entirely mechanical and is set in such a way that the drop wires may rest in any position and still produce the desired result. It is without doubt the most profitable investment for a manufacturer and deserves your early consideration.

We positively guarantee our customers against patent litigation of any sort on this device.

Send for descriptive folders.

Hopedale Mfg. Co.

Milford, Mass.

Personal Items

W. B. Warren has resigned as overseer of spinning at the Jewel Cotton Mill, Thomaasille, N. C.

W. L. Landau, superintendent of the Maginnis Mills, New Orleans, La., will hereafter be manager of that mill.

G. B. McCrackan has resigned as overseer of dyeing at the Lane Mills, New Orleans, La., to become superintendent of the Maginnis Mills, of that same place.

Left Threatening Message.

Sometime during Tuesday night a person or persons entered the garage of J. R. Killian, superintendent of the Cannon Mill, Concord, and otherwise damaged his big touring car. On the seat of the car was a note bearing a threatening message and the drawing of crossbones and a coffin. The damage to the machine consisted chiefly in the upholstering and tires being cut in many places.

It is also reported that the Cannon Mills was entered and a number of belts and warps cut, the damage aggregated several hundred dollars.

Detectives, it is understood, have been placed on the case and at police headquarters the opinion was ventured that the identity of the party or parties would soon be established.

W. A. Erwin Warmly Welcomed.

The largest crowd of people ever convened in Duke were in Erwin park to participate in greeting W. A. Erwin, secretary and treasurer of the Erwin Mills, in a public reception on his return from a western trip, which has kept him absent for more than seven weeks. The regular concert seats were supplemented by the seats from the lyceum and then many had to stand up or sit on the grass. At an early hour the concert band composed of twenty-five members began making the occasion lively. Thos. H. Webb, manager of the mill here, acting for the reception committee made an address of welcome and stated the purpose of the gathering. Following him R. W. Barfield, representing the people in the mill, J. H. Broyle, representing the power department, L. E. Stancill, representing the cotton department, E. S. Yarborough, representing the finishing department and Dr. W. P. Holt, representing the community, made short but happy addresses extending a warm welcome from their respective departments. After expressing his appreciation of such an unexpected reception and welcome Mr. Erwin briefly outlined his tour of the west and gave an interesting account of many things he saw.

A Cotton Bunco Game.

The arrest of Philip C. Wadsworth is an incident that should catch the attention of the Southern farmers

who have been regarded by certain and supervisors in 800 counties in exploiters as legitimate prey for all the cotton belt. These were to be paid a flat salary of \$3,000 a year when the scheme is based on "saving the cotton crop" to the farmer. Wadsworth was the promoter of a scheme for a cotton financing company with a backing of \$250,000,000, on paper, of course, and to which the farmers were to contribute cash, getting in return stock not worth the paper it was written on. As a bait, Wadsworth promised the appointment of superintendents little Observer.

Diamond Roving Cans Diamond Fibre Trucks Diamond Doffing Boxes



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Southern Representatives, PEARSON & RAMSAUR, GREENVILLE, S. C.

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Direct, Acid, Sulphur, Chromate and Vat Dyes.

FRANKLIN PROCESS CO., 290 Promenade Street, PROVIDENCE, Rhode Island

YORKSHIRE GUM

A SOLUBLE GUM to be used in Warp Sizing. It is especially valuable in this respect as it combines readily with all starches, making a uniform size mixing. Besides making a smooth, pliable warp, users of Yorkshire Gum will find quite a reduction in shedding and loom waste. For this reason we recommend it especially where drop-wires are in use. This Gum also attracts moisture very readily and by so doing adds strength and elasticity to the yarn. While giving the very best results in sizing, it is, at the same time, a most economical size. Should use Raw Tallow or Soluble Oil in addition.

ARABOL MANUFACTURING COMPANY

100 William Street, New York

PROPER LOCATIONS FOR MILLS.

United States Census figures show that since 1880 the consumption of cotton in mills of the cotton growing States has increased 1,502 per cent, as compared with an increase of only 33 per cent in all other states. In the twelve months ended August 31, 1914 Southern mills consumed 162,097 more bales of cotton than the mills of all other States. Three-fourths, or 9,000,000, of the total cotton spindles in the cotton growing States are tributary to Southern Railway tracks. Of the 200 knitting mills in the South over 125 are located along the Southern Railway. Nearly all the Southern woolen and silk mills are also on Southern Railway tracks.

There is a reason for this, and it is not difficult to understand.

The Southern Railway Lines enter and serve most completely those portions of the South where the textile industry is the greatest success, because there are found all the conditions which makes for successful manufacture—the proper transportation facilities, the ease with which the raw material and the needed fuel may be secured, the supply of good labor, the pure water, the low cost of power, and favorable local conditions.

Not only for textile plants but for all other industries the best advantages will be found in this territory.

If you have a plant to locate, let us take up with you the question of the proper location. Your plans will be held confidential. Our knowledge of conditions at various points and our experience in locating other mills and the time of our agents in making special investigations are at your service if desired.

M. V. RICHARDS, Industrial and Agricultural Commissioner,
Southern Railway,

Room 129,

Washington, D. C.

Want Department

Want Advertisements.

If you are needing men for any position or have second hand machinery, etc., to sell the want columns of the **Southern Textile Bulletin** afford the best medium for advertising the fact.

Advertisements placed with us reach all the mills and show results.

Employment Bureau.

The Employment Bureau is a feature of the **Southern Textile Bulletin** and we have better facilities for placing men in Southern mills than any other journal.

The cost of joining our employment bureau is only \$1.00 and there is no other cost unless a position is secured, in which case a reasonable fee is charged.

We do not guarantee to place every man who joins our employment bureau, but we do give them the best service of any employment bureau connected with the Southern textile industry.

Wanted.

A portable dustless card stripper. Must be in condition and cheap for cash. Address No. 1166, care Southern Textile Bulletin.

Wanted.

Three pound spinning weights. Address Box 116, Athens, Ala.

For Sale

Would like to sell to a good roller coverer, one-half interest in a paying shop. Reason for selling is ill health. Address Box 142, Weldon, N. C.

WANT position as superintendent. Have had 18 years experience as superintendent. Held last position 10 years. Can furnish first-class references. Address No. 1173.

WANT position as overseer weaving. Experience on cheviots, chambrays, sheetings and drills. Married. Age 32. Good references. Address No. 1174.

WANT position as overseer of weaving. Experience on sheeting and colored work. Am also expert slasher man. Can furnish satisfactory references. Address No. 1175.

A NO. 1 MACHINIST wants a better paying job. Can run a master mechanic's job. Now employed as assistant master mechanic. Married. Sober. Will give references. Address No. 1176.

WANT position as carder. Have 5 years experience as carder, also I. C. S. diploma on carding and spinning. 38 years old. Married. Can furnish best of references. Can come on short notice. Address No. 1177.

WANT position as superintendent. Have had long experience and have handled some of the most successful mills in the South. Can furnish good references and get results. Address No. 1178.

WANT position as superintendent. Have been superintendent for 12 years and thoroughly understand the mill business. Held last job three years. Fine references. Address No. 1179.

WANT position as overseer of spinning, spooling, warping or winding. Am 30 years old. 9 years overseer. Am familiar with all grades of cotton. Address No. 1180.

WANT position as superintendent at not less than \$1,500. Now employed and giving satisfaction, but prefer more modern mill. Can furnish best of references. Address No. 1181.

AN EXPERIENCED MAN wishes to correspond with a mill that needs a Supt. that can get results. Age 36. Married. Held last position nine years. Gilt edged references. Address No. 1182.

WANT position as superintendent or traveling representative for machinery or supplies. Am experienced in both lines and can furnish entirely satisfactory references both as to character and ability. Address No. 1183.

WANT position as superintendent of yarn mill. Have had long experience and can furnish best of references from former employers. Address No. 1185.

WANT position as overseer of cloth room. 10 years experience on all kinds of goods, but prefer fancies. Satisfactory references from present and past employers. Address No. 1185.

WANT position as superintendent by a practical man. Have had 14 years experience as superintendent and thoroughly understand all the details connected with the manufacturing of cotton goods. Can give A-1 reference as to my executive ability and character. Address No. 1186.

WANT position as superintendent or overseer of spinning. Age 32. Married. 7 years as overseer. 2 years as superintendent. Can furnish any one with references. Address No. 1187.

CHIEF ENGINEER and Master Mechanic wishes to make a change. A successful record can be shown from past and present employers. 12 years experience, 8 years as chief engineer and master mechanician with some of the most up-to-date plants in the South. Can furnish reference to any one in need of a man for the position. Am 35 years of age, have a family. Am sober and of good habits. Could come on reasonable notice. Now employed. Address No. 1188.

WANT position as superintendent of small mill or overseer of spinning. Have had long experience and am employed at present as overseer of spinning. My present employers will be given as references. Address No. 1189.

WANT position as superintendent or overseer of weaving in large mill. Prefer Alabama, Georgia or South Carolina. Have had long experience and can furnish best of references. Address No. 1190.

WANT position as superintendent of small mill or overseer of spinning. Have held present position as overseer of spinning for 10 years. Have large family of mill help. Address No. 1191.

WANT position as overseer of carding. 5 years grinder, 5 years second hand and 3 years overseer. Married. Sober. Can furnish good references. Address No. 1192.

WANT position as overseer of carding. Have been on present job three years and have given entire satisfaction but want larger room. First class references. Address No. 1193.

WANT position as superintendent. Long experience, especially on fine combed yarns. Can furnish references from former employers. Address No. 1194.

WANT position as superintendent. Special experience on combed yarns, both coarse and fine. Now employed as superintendent and can furnish the best of references. Address No. 1195.

WANT position as superintendent. Have had long experience both as superintendent of yarn and weaving mills and am good manager of help. Can furnish best of references. Address No. 1196.

WANT position as superintendent or overseer of spinning. Now employed and giving satisfaction, but am not satisfied with location of mill. Have experience both as overseer and superintendent. Address No. 1197.

WANT position as overseer of spinning or overseer of weaving. Experience in both departments and am now employed but want larger job. Good references. Address No. 1198.

WANT position as superintendent. Am expert on fine, as well as classy yarns for all purposes. Know how to make dividends. Can furnish best of references. Address No. 1199.

PATENTS

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WANT position as superintendent of small mill, or overseer carding or spinning, or both in large mill. Long experience in the mill. Employed at present. Good references. Address No. 1200.

WANT position as superintendent. Have been superintendent of large mills and can furnish best of references both as to ability and character. Address No. 1201.

WANT a job as superintendent of small mill that is run down and not making money, and whose managers want it put in good order and on paying basis. Have had long experience as carder and spinner, also have ample experience in weaving, winding, twisting, warping and ruling. Good references if required. Address No. 1202.

WANT position as superintendent or carder and spinner. Have had charge of carding and spinning in large mill and gave satisfaction. Good references. Address No. 1203.

WANT position as roller coverer. Experienced. Can give good references as to character and ability. Address No. 1204.

WANT position as roller coverer. Have had long experience in both mill and independent shop work. can do first-class work. Satisfactory references. Address No. 1205.

WANT position as Supt. or manager. Have filled both positions and have long practical experience on a wide variety of goods. Can furnish five references. Address No. 1206.

WANT position as second hand in card room. Am now employed and give satisfaction but want to change. Age 30. Strictly sober and am a hustler for quantity and quality. Address No. 1207.

WANT position as overseer of spinning or as second hand. Have had good experience in first class mill and can furnish satisfactory references. Address No. 1208.

WANT position as overseer of large card room or as assistant superintendent. Now employed but would change for larger job. Long experience in both. Nothing less than \$2.50 considered. Good references both as to character and ability. Address No. 1209.

WANT position as superintendent. Would like to figure with any mill that is not getting results. No. 1210.

SOUTHERN TEXTILE BULLETIN.

Thursday, August 19, 1915.

WANT position as superintendent or as carder and spinner. Experienced in both yarn and weaving mills, and can give satisfaction. Am now employed, but would change for larger mill. Address No. 1211.

WANT position as overseer of large card room or as asst. Supt. Now employed but would change for larger job. Good references. Address No. 1212.

WANT position as superintendent of small mill or as carder and spinner. Have had long experience and always give satisfaction. Reason for changing better salary. Age 45. Married. Strictly sober. Experienced from ground up on both white and colored work. Address No. 1213.

WANT position as Supt. or overseer of carding. Age 41. Married. Graduate of Inter. Cor. School. Have been successful as overseer of carding, spinning, weaving, slashing, beaming and dyeing. Strictly sober. Member of Baptist church. Have not lost a day from work in six years. Address No. 1214.

WANT position as superintendent or overseer of carding. Have experience and knowledge of the business and can furnish entirely satisfactory references from former employers. Address No. 1215.

WANT position as overseer of spinning and winding. Have had 12 years experience as overseer. Age 35. Strictly sober. Good manager of help. Now employed. Good references. Address No. 1216.

WANT position as Supt. Long experience as carder and spinner and am now employed as Supt. of small mill. Best of references. Address No. 1218.

WANT position as overseer of large card room or as assistant superintendent. Now employed but would change for larger job. Address No. 1219.

WANT position as overseer of spinning. Experienced in both positions, in weaving and spinning mills. Now employed. Satisfactory references. Address No. 1217.

WANT position as Supt of yarn mill or carder. Long practical experience on all classes of yarn from 4s to 180s. Also experience on automobile tire fabrics. Address No. 1220.

WANT position as overseer of spinning at not less than \$3.50 per day. Have 20 years experience in mill work and am at present employed, but prefer to change. Address No. 1221.

WANT position as superintendent. Now superintendent of small mill and giving satisfaction, but want larger job. Was overseer of carding for many years. Fine references. Address No. 1222.

WANT position as superintendent or overseer of large card room. Long experience in one of the most successful mills in the South

and can give them as references. Address 1223.

WANT position as master mechanic. Have had 15 years experience in shop and steam plant and can give satisfaction. Can furnish excellent references. Have family of mill help. Address No. 1224.

WANT position as superintendent of yarn mill or superintendent of large spinning room. Have 23 years' experience as carder and spinner, 18 years of which have been overseer. Strictly sober. Now employed. Good references. Address No. 1225.

WANT position as superintendent of 10,000 to 20,000 spindle mill in N. C. or S. C. Age 48. Have 30 years experience on wide variety of white and colored goods. Have been superintendent for 20 years and am now employed. Strictly sober. Good references. Address No. 1226.

WANT position as Supt. Am now employed and have held present present job 10 years but want larger mill. Good references. Address No. 1227.

WANT position as overseer of spinning or carding and spinning. Long experience. Now employed. Good references. Will not consider less than \$2.50. Address No. 1228.

WANT position as overseer of weaving. Have been promoted from loom fixer through to overseer at present mill, which is discarding its looms. Fine references from present employers. Address No. 1229.

WANT position as overseer of weaving. Have had long experience on both white and colored work and all makes of looms. Can furnish satisfactory references. Address No. 1230.

WANT position as superintendent or overseer of weaving. Held one position seven years and can give all former employers as reference. Address No. 1230.

WANT position as superintendent. Prefer a yarn mill. Have had long experience and can furnish the best of references from former employers. Address No. 1231.

WANT position as overseer of weaving. Now employed as second hand on fancy fine goods. Can give good references from present and past employers. Address No. 1232.

WANT position as superintendent of weaving or yarn mill of not less than 15,000 spindles. Now employed as superintendent, but want larger mill. Fine references. Address No. 1233.

POSITION wanted as superintendent by practical man of executive ability, fully capable of managing a mill, one who will stay on the job and get results. 12 years overseer. 10 years superintendent. Experienced on plain and fancy weaves. A-1 references. Address No. 1234.

WANT position as superintendent, overseer of weaving or traveling representative. Have had experience in all three positions and am well qualified for each. Would prefer connection with some sizing manufacturer. Address No. 1235.

WANT position as carder or spinner, 18 years overseer of carding and spinning, and am well versed in all processes of cotton manufacturing, including twisting and twine-making. Am a middle-aged man with family. Can give good references. Address No. 1236.

WANT position as superintendent of small mill, where I can invest part of my salary. Have long experience as overseer of carding and am now employed as such but want place as superintendent. Age 35. Good habits. Excellent references from present employers. Address No. 1237.

WANT position as superintendent of either yarn or weave mill or carder in large mill. Now employed, but want larger job. Good experience and references. Address No. 1240.

WANTED—Position of overseer of weaving, preferably Drapers, at \$4.00 or more per day. 19 years in the weave room. 36 years of age. Married. Total abstainer. Now employed as overseer. Pusher for production, quality and low costs. Present salary inadequate for large growing family. Address No. 1241.

WANT position as superintendent of medium sized mill or overseer spinning in large mill. Have had long practical experience and can furnish excellent references. Address No. 1242.

WANT position as superintendent of either plain weaving or yarn mill. Am all-round practical mill man, but especially strong on carding. Have made a close study of waste problems and am in position to more than save my salary in the waste account. Let me investigate your waste conditions. Correspondence confidential. Address No. 1245.

The Relation Between Production and Costs (Continued from Page 9.)

In the past, in almost all cost systems the amount of "overhead" to be charged to the product, when it did not include all the "overhead," was more or less a matter of judgement. According to the theory now presented, it is not a matter of judgement, but can be determined with an accuracy depending upon the knowledge the manufacturer has of the business.

Following this line of thought it should be possible for the manufacturer to calculate just what plant and equipment he ought to have, and what the staff of officers and workmen should be to turn out a given profit.

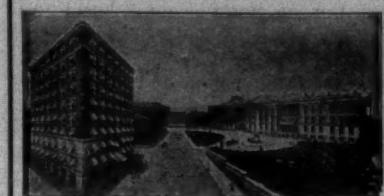
If this can be correctly done, the exact cost of a product can be predicted. Such a problem cannot be solved by a cost accountant of the

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usual type, but is primarily a problem for an engineer, whose knowledge of materials and processes is essential for its solution.

Having made an attempt to solve a problem of this type, one of the most important functions we need a cost system to perform, is to keep the superintendent continually advised as to how nearly he is realizing the ideal set, and to point out where the shortcomings are.

Many of us are accustomed to this viewpoint when we are treating individual operations singly, but few have as yet made an attempt to consider that this idea might be applied to a plant as a whole, except when the processes of manufacture are simple and the products few in number. When, however, the processes become numerous or complicated, the necessity for such a check becomes more urgent, and the cost keeper who performs this function becomes an integral part of the manufacturing system, and acts for the superintendent, as an inspector, who keeps him advised at all times of the quality of his own work.

This conception of the duties of a cost keeper does not interfere with his supplying the financier with the information he needs, but insures that information shall be correct, but the cost keeper is continually making a comparison for the benefit of the superintendent, of what has been done with what should have been done. Costs are valuable only as comparisons, and comparisons are of little value unless we have a standard, which is the function of the engineer to set.

Lack of reliable cost methods has, in the past, been responsible for much of the uncertainty so prevalent in our industrial policies; but with a definite and reliable cost method, which enables us to differentiate between what is lost in manufacturing and what is lost in business; it will usually become easy to define clearly the proper business policy.

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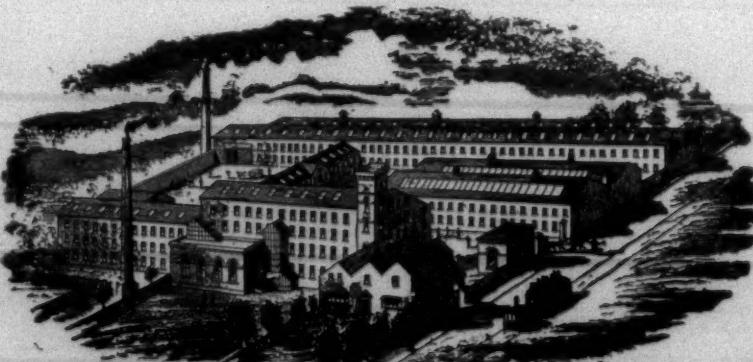
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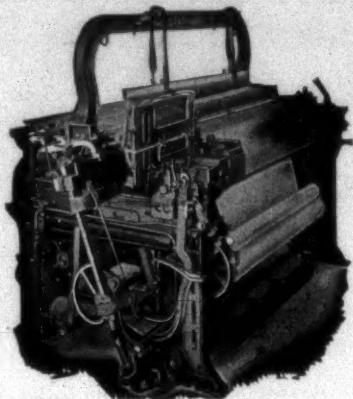
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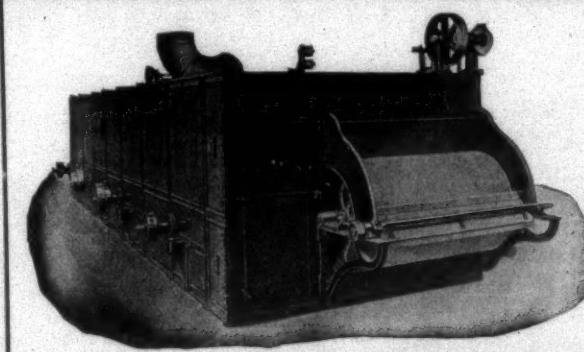
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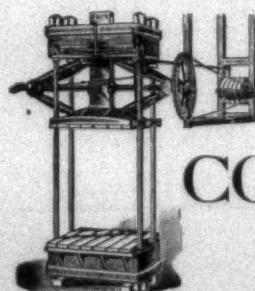
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